

SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants,

Household Insecticides, Cleaning Preparations, Polishes and Allied Products

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VOLUME THREE

JULY, 1928

NUMBER ELEVEN



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Volume Three
Number Eleven

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The Editor's Page

House to House

JUDGING from reports which are coming in, especially from some of the smaller mid-western cities, house-to-house sampling by soap and allied manufacturers is being carried on at an unprecedented rate. From two cities in question, come reports that every housewife in town received samples, and in some cases full size packages, of four soap products within a period of ten days. Four separate companies worked the same cities practically at the same time. There were also reports of districts being sampled twice by different crews presenting the same product. In each case, a merchandise ticket, good for an additional free package with the purchase of one package at a local store, was given. The products sampled were apparently ones which had been on the market for some time, ones which had been widely advertised in every other available manner, and ones with which the average housewife was quite apt to be familiar.

This situation was pointed out by an observer who knows considerable about soap distribution. In fact, he probably knows more about the soap distribution of the United States, as far as retail channels are concerned, than the average man directing soap sales. He happens to be in a position where he has a broad view of the whole soap merchandising situation. He very aptly raises the question as to whether or not the soap manufacturers, along with some of the foodstuffs manufacturers, are not getting a little bit wild in their house-to-house sampling. He believes that this is not an isolated case, but that it has been duplicated many times in the past, and is likely to be in the future. He believes that house-to-house sampling has not necessarily grown on its merits as much as it has on the refusal of one company to let another do too much work in any one district without doing some in the same territory themselves. That a competitor might gain an advantage in a territory wherein a manufacturer's products are firmly entrenched, is said to be behind too frequent and too promiscuous sampling.

We have often wondered how house-to-

house sampling paid dividends in proportion to the money spent and in comparison with other forms of advertising. We have likewise wondered if there is not too much hit or miss, too much dogging the footsteps of competitors in this whole business. We have also wondered about the permanence of the converts to this or that product, and the reaction of the local retailers, and many other things in this connection. In all, it seems that this house-to-house sampling might be checked up somewhat at this time.

A Technical Soap Society

IN various industries, trade organizations are frequently divided into two parts, the commercial group and the technical group. Some industries have entirely separate organizations for their technical and their business associations. In the drug industry, for example, one of the leading associations for manufacturers has a scientific section which is subdivided into various groups and which meets separately from the main body of the organization although the meetings are held simultaneously. This was the system evolved after a number of years of experimenting with combined and separate meetings.

In the soap industry, there is no technical society or association to-day, although there is ample room for one and an opportunity to operate at considerable advantage to the industry as a whole. Quite true, we have the *American Oil Chemists' Society*, and a number of technical men from the soap industry are members of it, but it is not strictly a soap group. In its sessions, it seems to give more attention to crushing, extraction, refining of fats and oils, and to the production of edible fatty products, than to technical problems of the soap industry.

May be, this technical soap society should be a branch of the *American Oil Chemists' Society*, perhaps a Soap Section. Be that as it may, there is a real need for a technical association of the soap industry which might meet at regular intervals and discuss exclusively the

common scientific problems of the industry. Such a society was been suggested on several occasions recently from different parts of the country. The success of such organizations in Germany has been pointed out. The fact that scientific organizations in other industries operate to advantage of the industries, with a free exchange of technical information and without the violation of trade secrets, would indicate that the same thing would succeed in the American soap industry. As no society, at present operating, exactly fills the bill, we feel that some new group should be formed, whether it be in affiliation with some present organization, or independent, which could be a really specialized technical society of the soap industry. There is a need for it, and there is a large potential membership. If properly conducted, it could be of great service to the industry, and would be of value especially to the younger technical men in the soap business.

Chain Store Distribution

ARE we becoming a nation of chain stores? Is mass distribution through chain stores going to revolutionize American sales methods? Once again this question is brought up, and this time in a discussion in *The New York Times* by Evans Clark. He points out that the ten largest chains in the country operate 27,684 stores and do a total gross business of \$1,946,000,000. Ten companies do almost two billion dollars worth of business with an average of \$72,000 per store per year. The largest single chain is the Great Atlantic & Pacific Tea Co. with 17,500 stores and a gross of \$750,000,000. F. W. Woolworth & Co. is second with 1,581 stores and a gross of \$272,000,000.

Of course, the average business per store for the whole group is large owing to the fact that there are included two department store chains which do an average business for their twelve stores of some \$19,000,000 per store per year. The 17,500 stores of the A & P average about \$40,000 each per year, while one of the other grocery chains averages about \$17,000 per year, the lowest per store business of any of the leading ten companies. Even this latter is well above the average yearly business of the small local independent retailer.

Because the chain store business to-day is expanding chiefly in channels through which soaps and allied products are distributed, there is a very definite hook-up which may directly affect future merchant-

dising methods. In the grocery, drug, five and ten cent, variety, and department stores, there has been the greatest expansion of late. All of the first ten companies fall in one of these groups, and all of them are important channels for soap distribution. There are 78,000 chain stores in these groups alone in the United States, which is 75 per cent of the total number of all chain stores.

In his discussion, Mr. Clark states that the death-knell of the small retailer has been sounded. At first glance, it certainly looks this way, but we are inclined to disagree. Many of them have been cut down by chain store competition and many have had their businesses wiped out, but this has been during a period of great prosperity and maximum employment. The chain store sells for cash, and for this reason, if for no other, the local grocer, druggist, and the like, who extends credit, will always have his place, especially in times of adversity. At the same time, we cannot pass by the ever increasing sales figures of various chains without being impressed that they are a sign of the times.

Soap Exports Smaller This Year

Exports of soaps thus far this year and also for the month of May show a sharp decline especially in laundry soaps when compared with the same periods of 1927. For May, 1928, 563,815 lbs. of toilet soaps valued at \$223,976 were exported, while in May last year, 914,702 lbs. valued at \$268,771 were exported. Laundry soap exported in May this year was 4,199,834 lbs. valued at \$293,613 against 5,897,725 lbs. valued at \$389,604 last year. Other soaps were 711,304 lbs. against 1,586,709 last year.

For the five months of 1928, including May, 3,479,603 lbs. of toilet soaps valued at \$1,081,657 were shipped out. This is a slight increase in tonnage over 1927, but less in dollars. Last year, the totals at this time were 3,398,549 lbs. valued at \$1,174,237. Laundry soap dropped this year to 17,328,577 lbs. valued at \$1,205,889, against 23,095,130 lbs. valued at \$1,564,360. All other soaps this year amounted to 3,681,454 lbs. against 5,535,279 lbs. for the same period last year.

A daughter of the late Prof. Julius Lewkowitsch, world-wide authority on fats, oils and waxes, Phyllis Lewkowitsch, was a recent recipient of a Ph.D. from the University of London in the chemistry of fats and oils.

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The Outlook in Essential Oils

The Causes Behind Market Developments of the Past Six Months and How They May Effect Future Prices

DURING the first half of 1928, there have been a number of spectacular market developments and price movements in essential oils. After a two-year period of almost unbroken decline prior to the beginning of 1928, an upward movement in a number of prices was expected and quite freely predicted in the trade early this year. Although the developments in some oils did not materialize as expected, a stronger tone developed in the market shortly after the turn of the year and this has continued with more or less minor interruptions up until the present time.

Even though the basic conditions such as stocks, production, consumption, and the like, might not have warranted any general upturn early this year, there was almost bound to have been a change after two years of depression and downward prices. Although the decline of 1926 and 1927 might be classed as a corrective decline away from the unusually high prices of oils which were in effect at the close of 1925, like most movements of the kind, the drop of prices went somewhat beyond a point which might have been considered justified by the circumstances. In short, before the influence of reduced production in primary markets could make its influence felt sufficiently, spot quotations on a number of oils had dropped below cost of production abroad. Like many market swings, the down-swing of 1926-27 was overdone, and the upward trend early this year was, as much as anything else, a normal correction of this condition. At the same time, reduced productions of 1927 began at that time to make their influence felt as well. Buyers who sensed a turn in the market early this year, also added a

bullish influence by covering in some cases for more than their usual quantities. The stage was set for a stronger market and this strength developed quite according to schedule.

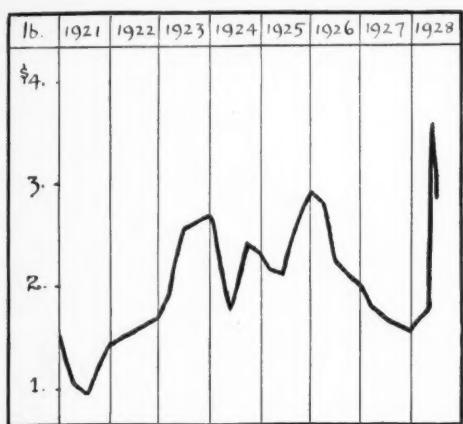
Developments in various oils of interest to the soap and allied manufacturers, have been traced with a view to their effect on future developments.

The Messina Essences

SINCE January 1, 1928, ten essential oils, which have wide use in soap perfuming, have shown as of July 1 an average advance in spot prices of sixteen per cent. Basic conditions in a number of primary markets have changed markedly during the past six months. What the effect will be in the American markets is best determined by a study of the individual situations, a few of which have been outlined briefly so far as the information has been available. — The Editors.

ward and appears likely to continue.

In the case of orange oil, the spectacular rise of prices from \$3.00 up to \$11.00 per pound is quite well known. Short crops in both Italy and in the West Indies, coupled with a crop failure in California, cut production to a minimum and brought the spectacular price movements. The advance at \$11.00 was temporary and the market dropped back to \$8.50 as stocks were brought out by the high prices and con-



Price movement of redistilled cassia oil at
New York since 1921.

sumers waited for a reaction in price. However, available world stocks are known to be very small. Two estimates place the total Italian stocks at about 7,000 pounds. The market has turned upward again and several factors predict a \$15.00 market for orange if any real demand develops. Those who have stocks in Italy are not anxious to sell at current prices.

From Italy comes word that holders there are expecting higher prices for bergamot as a reflection of the strong situations in lemon and orange if from nothing else. Advices are that sellers want more money for their bergamot and will use every market influence to get it from foreign consumers, if it is at all possible.

The Cassia Position

THE action of the Treasury Department in banning the import of technical cassia oil late in May, brought a sharp advance in prices which were already showing a tendency to harden and creep upward. The ban on imports of technical cassia oil as such brought about an uncertainty in the minds of dealers here and they put prices up to \$3.50 to protect themselves, not knowing when or how new stocks might be available. The Customs Department gave importers the privilege of redistilling technical cassia under Government supervision, but this is an expensive process and does not help those who want cheap cassia for technical uses such as in soap odors. The Customs Department made dutiable at a prohibitive rate such cassia oil as contained rosin where it had been admitted free of duty previously. This took the trade and consumers by surprise because all technical cassia oil as imported has contained varying degrees of rosin for years past. The upshot of the whole thing is apparently to cut technical cassia oil

off this market and to force technical consumers to use a pure U. S. P. oil in their odors at much higher prices. (See Page 41, June issue *SOAP*.)

Ceylon Citronella Goes Over Java

THE advance of Ceylon citronella from low levels in May jumped the price up quickly to 58c on the spot, which price at the time was higher than quotations for Java oil, an unusual situation. The rise from extreme weakness early in the year, however, was too rapid to hold, and the price subsequently dropped back just as quickly as it rose. Where Ceylon oil prices in January were around 30c spot, the sharp rise and fall scored a net gain of seven or eight cents, as the drop did not go as far as the original advance. Furthermore, the top prices brought out spot stocks which had been held for some time and caused heavy offerings, in the face of which, the market broke badly.

In both Java and Ceylon oils, the low price situation was a direct reflection of an over-production of Java oil. Low shipment quotations from Java had the effect of softening the Ceylon position very markedly. Java oil opened 1928 below 40c per pound on spot, the lowest price in recent history of the market. There was a gradual strengthening from the early weakness as curtailed production in Java brought higher prices for shipment. In May, as in the case of Ceylon oil, Java oil rose sharply to 55c spot, but the high price also brought out plentiful spot holdings and the advance was merely temporary. Prices dropped back to 45c and the market softened. Throughout the period of cheap Java oil, geraniol prices as might be expected, were extremely cheap, and are still well below the average.

There is no question but that Java has learned the lesson of over-production and that curtailment of output over the next year or two have a growing influence on the price of the oil in American markets. A cut of thirty per cent in 1928 and 1929 distillations would not be surprising. As far as Ceylon was concerned, 1927 exports showed a drop from 1,445,182 pounds in 1926 to 1,371,844 in 1927, so it is quite obvious that Java shipments had the real weakening effect on the market. However, the general low level of prices for some time is also likely to have a far reaching effect on output in Ceylon as well as in Java.

Exports of citronella oil from Java in 1927 amounted to 2,879,211 pounds as compared with 2,603,630 in 1926. Of this, the United States took 687,835 pounds in 1927 and 595,242 pounds in 1926. The 1927 total exports of Java were almost three times the figures of

five years ago. In 1923, 1,051,068 pounds were exported.

Overproduction of Bois de Rose

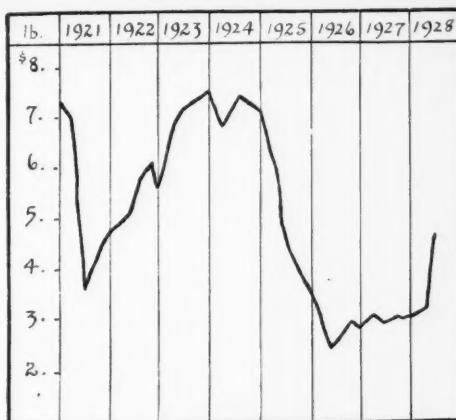
DUE to a heavy overproduction of Brazilian oil, the first three months of 1928 saw a generally weak bois de rose market. In April, the Cayenne producers quit trying to meet competition from Brazilian distillers and more or less arbitrarily raised the price of their oil from \$1.90 to \$2.40 a pound, apparently preferring to lose business rather than take it at the former prices. The advance had the effect of strengthening the Brazilian position. The market for Brazilian oil was around \$1.70 to \$1.80 as compared to an average or so-called normal of \$2.75 to \$3.00. There has been a gradual firming up of the undertone of the market and as it works out from under the heavy stock of oil, the outlook is for a gradual upward movement in prices. During the extreme low price period and even at the present time, linalool and linalyl acetate, derivatives of bois de rose, have been selling at the lowest prices in their history.

Geranium Rise Expected

GERANIUM Bourbon opened the year steady, but at prices which were far below the average for years past, the same being true of African geranium oil. The fact that 1927 output of Bourbon oil was only half of 1926 had the effect of gradually forcing prices upward. At the same time, it was quite apparent that the overabundance of geranium which was noted in 1926 and 1927, had been cut down very materially and prices acted accordingly. An official report of the Reunion Chamber of Commerce that they estimated crop damage in April as the result of a hurricane at 50 per cent, had the effect of forcing spot prices up to \$4.75 to \$5.00, as against \$2.50 to \$2.75 last January. The total production of the Reunion Islands for 1928 was estimated at 50,000 kilos, the smallest in eight or ten years.

The production figures of the past eight years for Bourbon oil which explain why prices were the lowest in history two years ago, and also the chief cause of recent upward movements, are as follows:

1921	.....	55,000 kilos
1922	.....	85,000 kilos
1923	.....	85,000 kilos
1924	.....	100,000 kilos
1925	.....	165,000 kilos
1926	.....	185,000 kilos
1927	.....	90,000 kilos
1928	.....	50,000 kilos



Price movement of Bourbon geranium oil at New York since 1921.

The movements in African oil have been much in sympathy with Bourbon, although this oil has not had the wide production variation as noted in Reunion. The 1928 output of African oil has been normal, but the newly developed scarcity of Bourbon oil has already had the effect of pushing the price from \$2.75 up to \$3.75 spot. Furthermore, it is reported from Africa that the unsold balance of the 1928 crop there is extremely small and is in strong hands. Just as Bourbon oil prices forced African prices down, they expect a reversal of this movement will follow the present market situation. In fact, anticipation that African oil before the present price move is culminated, may resume its former price position above that of Bourbon, is reported current abroad. In both oils, the low prices of the past two or three years have induced a heavier consumption which it is believed will be maintained for some time to come, as consumers are loath to change their formulas unless forced to do so by excessively high costs.

Exports of geranium oil from Algiers, Africa, during the first quarter of 1928 were 19,690 pounds. Total shipments of African geranium to the United States in 1927 were 90,260 pounds, and in 1926, 64,800 pounds.

Lavender Consumption Smaller

LITTLE has happened in lavender since the beginning of the year. The market has been quiet and generally easy with supplies ample to take care of a demand which is reported not as large in the United States as it was a year or two ago. Prospects for the 1928 crop appear good at this time although nothing

(Continued on Page 79)

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A New Process for Bleaching Tallow

A Conception of the Best Method of Decolorizing in the Soap Plant by Use of Fullers Earth

(Part II)

By CHARLES F. SCHUMAKER

FACTORS which determine the bleaching ability of a tallow, and the theoretical side of bleaching from the standpoint of the Freundlich equation were discussed in the first article of this series last month. In this article, the previously developed theoretical side of bleaching tallow by fullers earth is interpreted in terms of actual plant practice with emphasis upon the economies effected in bleaching tallow by earth through the correct application of the physical laws.

Let us consider the Freundlich equation for the straight bleaching of undried tallows without any preliminary treatment; $x/m = 140 C^{1/2}$ when x is the poundage of tallow bleached multiplied by the color change in red units on a $5\frac{1}{4}$ inch Lavibond color scale; m is the poundage of fullers earth used in the bleach and C is the color of the bleached tallow in red units on a $5\frac{1}{4}$ inch lavibond scale. What this equation really indicates is this: the color units adsorbed per unit area of fullers earth at equilibrium when bleaching tallow, is directly proportional to the square root of the color concentration in the bleached tallow at equilibrium. To illustrate this point, let us consider the following tabular expansion of this bleaching equation for undried tallows which shows in tabular form the actual values of x/m , the color units adsorbed per unit area of fullers earth, and the corresponding values of C_e , the color concentration of the bleached tallow at equilibrium in red units Lavibond color scale on a

$5\frac{1}{4}$ inch column. These values are also shown plotted against one another on the right where C_e is made the ordinate of the curve and x/m the abscissa.

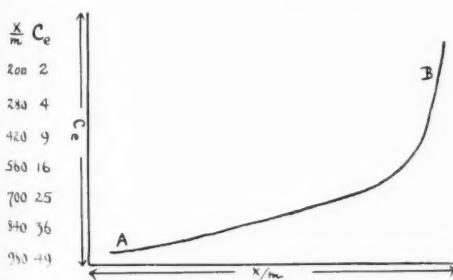
We are now in a position to see what happens when undried tallow is bleached once with sufficient fullers earth to get the final bleached color down to 2 Red, Lavibond Color scale $5\frac{1}{4}$ inch column, in a single bleach. With a final bleached color of 2 Red, the color units adsorbed per unit area of the fullers earth used in the bleach are, as we see from the table, 200, and as a consequence of this, we are running the bleaching plant from the standpoint of the amount of fullers earth necessary to accomplish the bleaching action desired at the minimum efficiency which it is practically possible to achieve under any bleaching conditions. This point on the graph has been marked "A."

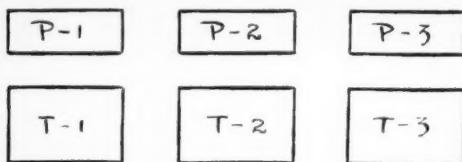
Referring again to the tabular expansion of the Freundlich equation, you will also notice that fullers earth has a color carrying capacity of 700 red units of color adsorbed per unit area of fullers earth used in the bleach if the color concentration in the bleached tallow at equilibrium is 25 Red. This point is designated on the graph as point B.

But you want the bleached color of the tallow 2 red, and not 25 red. How can you get down to a bleached tallow color of 2 red if you try to use the three fold capacity of fullers earth as a bleaching medium by leaving the color in the bleached tallow at 25 red?

The answer is that we do it; not in one jump, but in steps; three steps in all, using the principle of counter current bleaching. The single bleach is split up into three bleaches and the fullers earth used to bleach the tallow is made to flow in the process counter current to the stock it is bleaching.

To illustrate this method and the calculations involved in bleaching a tallow testing 36 red on a $5\frac{1}{4}$ inch column, Lavibond color scale, down to a bleached color of 2 red in the same units let us consider the following diagram for the moment.





We have split our single bleach into three bleaches and the bleached tallow storage tanks contain tallow which has been pumped into them through their respective presses which in the diagram are directly above and marked P-1, P-2, and P-3. As a consequence of this, Press P-1 contains fullers earth at equilibrium with the bleached tallow in the storage tank T-1, while the fullers earth in Press P-2 is in equilibrium with the bleached tallow in storage tank T-2. Likewise the fullers earth in press P-3 was used to bleach the tallow in storage tank T-3. Which it is necessary in this description to refer to the tanks T-1, T-2, and T-3 as storage tanks, they are really not storage tanks in the accepted meaning of the word, but rather auxiliary bleaching tanks, which fact however has little bearing on the subject at the present moment, but unless so stated now it might lead to confusion later on.

It is necessary in using this process to work with the same quantity of materials in all three bleaches and to establish finite quantities. We will proceed, assuming 40,000 pounds bleaches in each of the tanks T-1, T-2, and T-3. The presses P-1, P-2 and P-3 contain also the same weight of fullers earth, the exact weight in each of these presses will be determined after we have fixed our raw unbleached and final bleached colors.

The fullers earth is assumed to be flowing in the process from left to right while the tallow being bleached is flowing from right to left in reference to the diagram. Just how this is accomplished in actual practice will be demonstrated later, but for the present we will determine the equilibrium conditions corresponding to each of these three bleaches in our counter current bleaching process.

We first take the raw unbleached color of our stock and the final bleached color which we desire, as a starting point. In this case, we will assume a raw unbleached tallow color of 36 Red on a $5\frac{1}{4}$ inch column lavibond color scale and a final desired bleached color of 2 Red in the same units. We must next decide at what point on the curve of X/M against C_e , we want to operate the counter current bleaching plant. (Note here that in using a single bleach, we have no choice.)

The point B of 700 units of color absorbed per unit area of fullers earth seems to be a good point for the tallow we have chosen to bleach and we note that the color concentration of the bleached tallow in equilibrium with the fullers earth at that point, is 25 Red on a $5\frac{1}{4}$ inch column Lavibond color scale. Therefore, the tallow in T-3 is 25 red and the color concentration on the fullers earth in P-3 which is in equilibrium with the tallow in T-3 is 700. (See chart figures.)

We know that we want a final bleached tallow color of 2 Red, and therefore, the tallow in T-1 is 2 Red and the fullers earth in P-1, in equilibrium by hypothesis with the tallow in T-1, has a color concentration on it of 200 red units per unit area. We know these facts about P-1; T-1 and P-3; T-3 because they are the terminal bleaches or stages of our counter current bleaching process.

To get the equilibrium conditions in the second bleaching stage as represented by tank T-2 and Press P-2, we must first determine the pounds of fullers earth in each of the presses P-1, P-2, P-3 bearing in mind that it is the same for all three.

Referring to our Freundlich equation $x/m = 140C^{0.5}$, the calculation of the pounds of fullers earth necessary to bleach 40,000 pounds of tallow at 36 Red on a $5\frac{1}{4}$ inch column Lavibond color scale down to 2 red in the same units in a counter current bleaching process which operates at a color concentration on the fullers earth of 700 red units per unit area designated on the graph as point B, is made as follows:

$$\frac{40,000 (36-2)}{x} = 700$$

Whence solving for x, we find that 1934 pounds of fullers earth are needed, and as we are presumably bleaching a quantity of this particular stock, this gives the pounds of fullers earth in each of the Presses P-1, P-2, and P-3. Note very carefully that in obtaining the pounds of fullers earth used in a counter current bleach, we do not use as C_e the final color of the bleached tallow, but the color of the bleached tallow in equilibrium with the earth at its rejection point in the process which is the color at the first stage or the color after the tallow has been bleached only once.

By a little mathematics, we can now obtain the color of the bleached tallow in the second stage in tank T-2. To do this, proceed as follows:—we know that Press P-2 contains 1943 pounds of fullers earth which has bleached tallow down from 25 Red to some color x, as yet undetermined and that this bleached tal-

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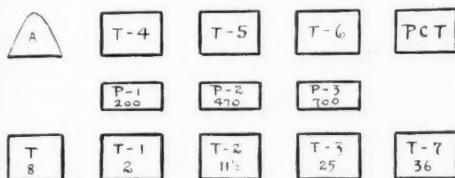
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low is in tank T-2. Furthermore, the fullers earth used to bleach this tallow was not fresh earth but in some manner was imported from press P-1 and had at the start of the bleaching action, a color concentration on it of 200 red units per unit area, this being the color concentration of fullers earth in Press P-1 in equilibrium with the bleached tallow in T-1 at 2 red. Our equation for T-2 then becomes

$$\frac{40,000 (25-x)}{1943} = 140x^{1/2} - 200$$

Solving this equation we get as the color of the bleached tallow in tank T-2, 11.5 red units on a $5\frac{1}{4}$ inch column Lavibond color scale.

Now, let us expand our counter current equilibrium bleaching conditions into a process such that we shall repeatedly reproduce these equilibrium conditions at every bleaching operation as long as we feed the process raw unbleached tallow at 36 Red and take away bleached tallow at 2 red. In order to do this, we will reproduce exactly our equilibrium tanks T-1, T-2 and T-3 and Presses P-1, P-2 and P-3 as shown below, but adding thereto direct



bleaching tanks T-4, T-5 and T-6, raw tallow storage tank T-7, bleached tallow storage tank T-8 and a press cake treatment tank P-C-T. "A" is a 1943 pound pile of new as yet unused fullers earth.

Press P-1 contains fullers earth at a color concentration on the earth of 200 red units per area. Press P-2 contains fullers earth at a color concentration on the earth of 470 red units per area. Press P-3 contains fullers earth at a color concentration on the earth of 700 red units. These fullers earth press cakes are all in equilibrium with their respectively bleached tallow in auxiliary bleaching tanks T-1, T-2 and T-3 which in the diagram are directly below their respective presses.

Actual Operations

THE color of the bleached tallow in T-1 is 2 red, in T-2 $11\frac{1}{2}$ red, and in T-3 25 red, while tank T-7 holds 40,000 pounds of as yet unbleached tallow at 36 red. These equilibrium conditions are indicated in the diagram as we shall see. By bleaching a charge of tallow, they will not change.

First: Pump T-7 into T-6; T-3 into T-5; T-2 into T-4 and T-1 into T-8. All these pumpings are made at the same time.

Second: Clean all presses at the same time. Dump P-3 into P. C. T.; P-2 into T-6 and P-1 into T-5 and into T-4, dump the 1943 pounds of fresh unused fullers earth.

Third: Bleach the charges in T-4, T-5 and T-6 at the same time and then pump T-4 thru Press P-1 into T-1, color bleach 2. T-5 thru Press P-2 into T-2 color bleach $1\frac{1}{2}$. T-6 thru Press P-3 into T-3 color bleach 25.

We have now bleached 40,000 pounds of tallow and arrived just where we started. All that is necessary to do to bleach another 40,000 pounds is to repeat the above process. The sequence of operations then is 1-4-simultaneous pumpings; 2-3 simultaneous dumping of the presses; 3-3 simultaneous bleaches; 4-3 simultaneous filtrations.

While the above operations may sound complicated, as a matter of fact once the process is in operation, they are with the equipment properly arranged, comparatively simple, and as every bit of material in the plant is always following the same absolutely definitely prearranged path, and pumpings are always made from the same tank to the same tank or from the same tank thru the same press to the same tank, in a short time the technique of counter current bleaching assumes a clock-like precision. In counter current bleaching then, the tallow is bleached three times in succession as follows: first bleach 36 to 25 red; second bleach 25 to $11\frac{1}{2}$ red; and, 3rd bleach $11\frac{1}{2}$ to 2 red.

Reduction in Bleaching Cost

THE fullers earth likewise is used three times in succession, each time it is used the color concentration on it going up. Thus, the color units adsorbed per unit area of fullers earth are after the first bleach 200; after second bleach 470, and after the third bleach 700.

It may be interesting here to note at this point that had we tried to bleach this undried tallow down to 2 red in a single bleach it would have been necessary to use

$$\frac{(36-2) \times 40,000}{X} = 140 \times 2^{0.5}$$

or solving for x , 6800 pounds of fullers earth, or over three times the amount we actually found to be necessary.

If instead of using undried tallow in our counter current bleaching process, we had dried the tallow previous to bleaching in a suitably designed vacuum drying tank down to .05% moisture and used the counter current prin-

(Continued on Page 79)



The ancient feudal castle of Olofsborg, Finland, combines within itself the same fine characteristics of quality, strength and RESISTANCE to wear and abuse that are so typical of our Fibre Containers. Real quality survives.

BETTER FIBRE BOXES RESIST ABUSE BETTER

FIFTY YEARS ago the shipper disposed of a packaging problem without regard to either time or cost. He assembled his lumber, cut it to size, built his box, protected his shipment by stuffing hay, straw, excelsior, old newspaper, sawdust and whatnot around it, reinforced the box with nails, steel straps, wire or wooden cleats and sent it on its way, heavy, clumsy, hard to handle and therefore subject to heavy bumps, strains and wrenchings. Percentage of smashage was high—so was the cost, and as a whole, this type package was not practical. Many shippers are doing the very same thing today. Are you?

TODAY—the careful, economical shipper puts in a call for one of the packaging and shipping engineers of our large Research Department—WITHOUT OBLIGATION—to solve the problem. This expert designs a Solid Fibre or Corrugated shipping container that is light, yet amply strong, ingeniously reinforced to resist and endure shocks and strains, also easy to seal and handle. On the shipping platform this package represents a saving of 30% to 70% of the cost of the wood box or case. Besides, smashage is reduced, safety increased and time waste cut to a minimum. This FREE SERVICE is used by a large number of America's biggest shippers. Are you using this service?

Let our large, well informed Research Department help you cut packing and shipping costs—without charge or obligation. Simply fill in coupon herewith and mail today.



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Five Mills — Nine Factories

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This solid fibre package offers powerful walls of resistance and defence against all transportation abuses at lowest price cost.

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Gentlemen: Please have one of your experts check our present packing and shipping methods—without obligating us—for the purpose of reducing our costs if possible.

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Title _____

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Address _____

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Acid Soaps—A New Type Detergent

Derivatives of Higher Fatty Acids Which Have Detergent Properties Even in Strong Mineral Acids

By DR. MAX HARTMANN and HANS KAEGI

(From *Zeitschrift für Angewandte Chemie*, 1928)



THE title of this article is somewhat misleading. It may indicate that we are concerned with the acid salts of fatty acids, which are formed during the hydrolysis of alkali soaps. Thus McBain and Stewart (see *Journal of the Chemical Society of London*, 1927, pages 1392ff) have worked with these substances and have obtained a crystalline potassium dioleate, which was obtained from two molecules of oleic acid and one molecule of potassium hydroxide in alcoholic solution. These products were called acid soaps, although they have no technical use. The products with which we are concerned, owe the above designation to the fact that they have a soapy character also in strong acid, even mineral acid solution, while the ordinary soaps, that is alkali salts of fatty acids, only have a soapy character in neutral or rather alkaline solutions. The authors have selected the name, acid soaps, based on the properties and the usefulness of these products, but this name does not correspond to the actual constitution of these substances. They should be designated as basic soaps, from this standpoint, just as the basic dyestuffs are those which are used in acid solution.

The authors have reported elsewhere regarding a new group of basic urethanes which are derived from ethylenediamine. The higher members of this series possess striking colloidal properties. This is particularly true of the diurethane of menthol and other hydroaromatic alcohols. In the form of the hydrochloride, this substance is an excellent emulsifying agent. This substance was called *emul-samin*. Inasmuch as the higher hydroaromatic alcohols are expensive substances, it was found necessary to look elsewhere for raw materials which would yield products that could be used technically. The higher fatty acids were used for this purpose and the problem was thus easily solved. Thus, a substance like oleic acid was heated with a derivative of diethylethylenediamine and new soap base was obtained. Similar products were obtained with other fatty acids and diamines. The new soaps bases are either oily, salve-like or crystalline

in the water-free condition, depending on the properties of the fatty acids used.

The properties of these substances are very important and very interesting to the soap manufacturer. Thus with most of the inorganic and organic acids, they form easily soluble neutral salts, which have a pronounced soapy character. These salts are also oily liquids in the anhydrous condition. The aqueous solutions lather to an extraordinary degree, even when the dilution is very great. This foaming effect also takes place in a strong acid solution. The difference between common soaps and these acid soaps is accordingly clear. In the former, the fatty acids are separated by the addition of acid and the soap is destroyed, while in the latter case the soapy action of the soap is developed in a neutral and acid medium. The addition of alkali destroys the soapy properties of the substance and precipitates the base. The addition of acid does not disturb the activity of the preparation and in fact it can enhance its properties. Such neutral or acid soaps are important substances from the technical standpoint and can find wide application. The derivatives of oleic acid have been called *sapamin*s and the designation is given to the ten per cent aqueous solution of these substances as is found on the market. Thus *sapamin A* is the acetate, *sapamin CH* the chloride, *sapamin L* the lactate, and so on.

The Quest for Neutral Soaps

THE need for a neutral soap, which will not split off alkali hydrolytically, is old and attempts have often been made to make a strictly neutral soap, without the problem having as yet been solved. Such a soap would be welcomed particularly by surgeons, dentists and the like, who have to wash their hands very often and whose skin is often injured by the alkali produced from the soap. Such soaps would also be very advantageous for washing fine fabrics. It is however very doubtful that a single product could be obtained which would fulfill all these requirements. A number of experiments were made with these neutral soaps which are described here as they illustrate clearly the possibilities of their application.

Such an acid or neutral soap feels the same to the touch as an ordinary alkali soap. Perhaps the slipperiness of the soap is somewhat less, for free alkali is lacking to which the ordinary soap owes some of its slippery feel and in part its washing powers.

The lathering or foaming capacity of the new soaps is extraordinary. The limit lies at a dilution of one in two million. This strong foaming action reminds one of the saponins. The *sapamins* however foam very much more than most members of this group. Alkali soaps do not foam very long in such dilutions, perhaps for the reason that they are either totally hydrolyzed or decomposed by the lime salts or carbon dioxide in the water. The fact that these new soaps are basic derivatives of the fatty acids makes it possible to vary their composition to a very marked degree. Almost all the salts are soluble in water, only the salts of high molecular weight acids, such as gallic acid, tannic acids, are insoluble. The water-free salts do not dissolve directly in water, but they first form hydrated intermediate stages, the degree of hydration varying very markedly, which have well-defined physical characteristics. When the water-free salts are dissolved in water, there hydration products or stages run together. Hence the solution is not momentary but requires a certain amount of time.

When a twenty percent solution of *sapamin hydrochloride* is treated with concentrated common salt solution, a thick jelly-like substance is obtained, but when a thinly viscous five percent solution of *sapamin hydrochloride* is mixed with common salt solution, then a product is obtained of a consistency like the white of egg. Such a solution, when stirred, becomes turbid but it again clears up after being allowed to stand. It may be held that the hydrated hydrochloride, for in each case it will be understood that a different hydrate is obtained, is suspended in the solution in the form of spherical globules, which are deformed by the agitation and thus give this peculiar light phenomenon. Aqueous solutions of these products, that is the *sapamins*, become turbid when alkali is added, the soap base being precipitated out of solution and the foaming capacity of the soap being entirely destroyed.

In contradistinction to the common alkali soaps, these acid soaps are not precipitated by metallic salts in dilute solutions. They are accordingly resistant to lime and furthermore they may be combined in any desirable manner with the salts of the heavy metals. In case a precipitate can be formed between the metallic salt and the acid soap, the product is obtained in the colloidal condition. Thus for example

silver nitrate does not give a precipitate with the hydrochloride of the acid soap, but a colloidal precipitate of silver chloride is formed, which is not deflocculated by the addition of nitric acid. It is thus possible to prepare all possible dispersive systems with the aid of the *sapamins*, for example colloidal gold, which is obtained in the red, highly dispersed condition.

Emulsification Properties

EVERY important property of these soaps from the practical standpoint is their emulsification of fats and oils. Thus for example if neatsoot oil is poured into a solution of a *sapamin*, then the oil is emulsified without stirring the mass. The oil is atomized and squeezed into the surrounding dispersive medium. When a neatsoot oil is used in this experiment, which has been halogenated to a certain degree according to the process described in German Patent No. 397,396 and which has thus been brought up to the same specific gravity as the *sapamin* solution itself, then an emulsion of great permanency is obtained. The authors know of no case in which the intermediary surface tension is so reduced between two liquids which are insoluble in each other, as in this case. Tests have been made to determine the surface tension between the oil and the *sapamin* solution. No apparatus has however been devised capable of measuring so small forces.

The usefulness of these acid soaps for washing purposes can be directly inferred from their emulsifying powers. It must however be mentioned that as far as their detergent action on very soiled textiles is concerned, the ordinary alkali soaps will produce just as good results. Furthermore, the tests that have been made with these preparations have indicated that they do possess deterutive powers of great potency, but they cannot compete in price with the very cheap soda which can also be used for this purpose with effective results if not with as good results. Nevertheless, it should be remembered that the treatment of woolen yarns and fabrics with acid washing media is the ideal method of treating this textile, for the acid detergent is far more advantageous than the alkaline detergent as far as the retaining of the good physical and mechanical properties of the woolen fiber is concerned.

Textile Possibilities

THE reduction of the surface tension, which has been mentioned above, is also of importance in the use of these products to wet down textiles. The fibers, wool, cotton and the like are naturally covered with a film of grease, and frequently also attain a covering of dirt and

oil in their treatment. For example, a product such as wool will be wet down by the dye liquor or the like with great difficulty only, for the reason that it has to go through so many preparatory operations in which it gathers a great deal of grease, dirt, size and the like, which make it very difficult to carry out such operations as fulling, carbonizing and dyeing. Time is lost due to the slow rate of absorption of the liquors by the fibers and furthermore, a product of irregular properties is obtained due to the irregular wetting of the fiber. This will also result in irregular after-treatment.

The wetting powers of the *sapamins* are very marked. A concentration of one in fifty thousand possessed them to a very appreciable degree. When higher concentrations are employed, the rate of absorption of the liquor by the textile is very much increased. The use of the *sapamins* in the carbonizing of wool is also very important, for when these substances are added to the carbonizing liquor, they make it possible to reduce the concentration of the carbonizing acid so that the feared action of this acid on the wool is avoided.

Disadvantages

INASMUCH as it is impossible for a substance to have only good properties, a few words will be said regarding the disadvantageous characteristics of these products. One of these is that the *sapamin* has an affinity for the fiber. Then when the preparation is used in high concentrations in dyeing, the dyestuff will be very quickly absorbed by the fiber. This is sometimes a disadvantage. It has been mentioned that the acid soaps are precipitated by alkali and that this destroys their action. This property may also be classed as one of the disadvantages of these substances, for it very often happens that the materials treated with the *sapamin* solutions must be subjected to an alkaline after-treatment. This disadvantage has however been corrected in a very simple manner and soaps have been obtained which are stable in neutral, as well as alkaline and acid solutions. These soaps are obtained by alkylating the *sapamin* base and a substance is then obtained which is not longer precipitated by alkali.

It is thus evident that the conception of a soap, has been broadened by our investigations. For we have been led to synthesize soap-like substances which are stable in all media, that is either acid, alkali or neutral. Of course, other work has also been done along these lines, but the results obtained have not been so much like the ordinary alkali soap as our own results. Thus the sulfonated products of the naphthalenes may be mentioned as work of

this character. It remains however that this development is of great importance to the soap maker who manufactures alkali soap, that is the ordinary soap of commerce, for these new soaps are entering his field and it is possible that they can well be used in admixture with his own products in producing results which cannot be obtained when the alkali soaps are used alone. It is only necessary to mention the great lathering or foaming qualities of these acid soaps as an example of one of their properties which may well attract the soap maker to them.

(Editor's Note—The foregoing was extracted from a paper read before the Basle Chemical Society and the work was done in the laboratories of the Society for Chemical Industry of Basle, Switzerland.)

Requirements on Shipping Cases

Railroad classification requirements on shipping cases are covered in a barometer letter sent out by the Container Corporation of America, Chicago, under date of June 30. The letter stated in part: "Rule 41 of the Consolidated Classification issued by the railroad companies sets forth specifications on corrugated fibre shipping cases. These rules are made for the protection of the shipping public, as well as the transportation companies, and good quality manufacturers in our industry see that these specifications are complied with in the manufacture of boxes by rigid inspection in mills and box factories.

The freight classification requires that liners on boxes for carrying 40 lbs. gross weight and with an outside dimension limit (length, width and depth added) of 60 inches, must test 85# per square inch and caliper .016 in thickness, and the combined test of the board must be 175# per square inch. Boxes for carrying 65 lbs. gross and with an outside dimension limit (length, width and depth added) of 65 inches, must be made with .016 liners testing not less than 100# per square inch and with a combined test of 200# per square inch. These tests are made on either Cady or Mullen testers. We suggest to consumers of corrugated fibre-board boxes that these railroad specifications be rigidly checked in purchasing, thereby preventing damage claims on shipments to customers."

Soap in the form of various fruits has once again been held dutiable as toilet soap at 30 per cent under Par. 82 of the Fordney Act by the U. S. Customs Court and not at 60 per cent ad valorem under Par. 1419.

FOR YOUR PRIVATE LABEL

SOLVAY FLUF

(Trade Mark Registered)

Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

SOLVAY SUPER CLEANSER

(Trade Mark Registered)

This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser*. Solvay Super Cleanser is good enough to beat competition and can be sold at a profitable price.

SOLVAY Snowflake Crystals

(Trade Mark Registered)

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

PUT Solvay quality into your packages and get more out of your private label trade. Write today for prices and booklets SF7, SC7.

SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by
The Solvay Process Company*

40 RECTOR STREET NEW YORK CITY



SOLVAY PRODUCTS

Lever Employees Hold Outing

The twelfth annual outing of the employees of the Lever Bros. Co., Cambridge, Mass., was held on Saturday, June 23 at Canobie Lake Park, Salem, N. H. Special trains left North Station, Boston, at 8:30 A. M. The outing was under the direction of R. E. Carlisle and P. R. Babcock. The following were on the executive committee: T. A. Badger, Mary Crane, D. F. Crow, G. M. Foster, Harry McLean, H. P. O'Rourke, W. W. Pear, J. A. Proctor, E. W. Richardson, M. J. Roche, Harry Rowley, James F. Reeves, Harry Slack, W. J. Whelan. About 1,500 employees and their families attended, a thousand going by train and the balance by automobile.



Ladies of the Lever Brothers Outing Executive Committee: Left to right, front row, Nora Lynch, Mary Clune, Mary Crane, Johanna Houlihan. Back Row, Mary Crowley, Gertrude Foster, Margaret Allen, Tottie Vessey, Mollie Keating.

The annual obstacle golf contest for the President Countway cup attracted 81 entries. The men's first prize, a pigskin travelling set and the cup were won by Everett Henderson, with Lloyd Putnam, second, and Alden Foss, third. The ladies' first prize went to Elizabeth Hillis, with Margaret O'Donnell, second, and Gertrude Meany, third. The open golf tournament held at the Merrimac Valley Country Club in conjunction with the outing, resulted in a quadruple tie between Treasurer A. C. Roche, George E. Cooper, O. W. Bullen, and M. A. MacManus, each with a net 75. In the annual ball game, the Works defeated the Office staff 8 to 7. During the dinner hour, a treasure hunt for gold pieces donated by Russell White, general manager, was conducted. A novel event was a shaving contest in which the ladies shaved the men, which was won by Gertrude Foster and Arthur Cook. The annual tug-of-war was won by the mechanical department.

Among the executives who attended were F. A. Countway, president; Arthur F. Bernhard, general sales manager; A. C. Roche, treasurer; Walter E. Lannefeld, assistant to the president; Grafton B. Perkins, advertising manager; J. R. Cove, works manager; Floyd S. Davis, secretary; Arthur P. MacIntyre, comptroller; James F. Reeves, purchasing agent.

Gold Dust Men on Linseed Board

To supplant representatives of the Rockefeller interests on the board of the American Linseed Co., stock of which was bought by the Gold Dust Corp., New York, the following Gold Dust representatives were elected to the Linseed board at a special meeting of the directors of the latter company held on July 3: George K. Morrow, F. K. Morrow, T. A. Morrow, Ray Morris, Wilbur Cummings, John F. Dulles, and Randolph Catlin. The Gold Dust directors succeed the following who had represented the Rockefeller interests and resigned: — Thomas M. Debevoise, a vice-president of the American Linseed Company; Bertram Cutler, Charles O. Heydt, Buchanan Houston, George W. Murray, Henry E. Cooper, and E. V. Carey.

Glycerin Imports Cut Sharply

Parsons & Petit, New York, in their market report on glycerin under date of July 6, say: "Dynamite:—The market is unchanged, since our last letter. Little, if any business, has been reported, during the week. The asking price is 12½¢. Buyers are few and stocks are, no doubt, larger than they were. Imports are exceedingly small; for the first four months of the year, they were 650,000 lbs. of Crude and 980,000 lbs. of Refined, a total of 1,630,000 lbs., or at the rate of less than 5,000,000 lbs. yearly. We are informed from Europe, that fat-splitting has declined considerably and that stocks of glycerin are not large. There has been some improvement in prices in Europe, but most of our correspondents are pessimistic as to the future."

Silicate Output Up 25% in 1927

An increase of about 25 per cent in sodium silicate production in 1927 over the figures for 1925 is reported. Production in the United States totaled 499,857 tons in 1927, according to data collected by the Department of Commerce in the biennial census of manufactures. This compares with an output of 394,884 tons in 1925. The value of the 1927 output was \$6,745,405; that of the 1925 output \$5,717,426. The increase in 1927 was 26.6 percent in quantity, 18 percent in value.

Production in each of the last five census years was as follows:

	Tons	Value
1927	499,857	\$6,745,405
1925	394,884	5,717,426
1923	331,309	5,066,719
1921	221,550	4,641,754
1919	286,791	6,052,318

Do your customers forget you?

IN a little southern town, a Procter & Gamble salesman was waiting his turn to approach a dealer. Talking to the dealer was that rather colorful individual whom you see less and less every year—a circus publicity man. He was trying to sell the merchant on buying advertising space on the elephant's trappings.

"Why should I advertise?" queried the merchant. "I have had this place of business for nearly twenty years; everybody knows me and everybody knows my store." The representative of the greatest show on earth bent mystically over the counter, removed his hat and queried of the dealer, "Do you see that church over on the hill?" asked the publicity man. "How long has that been there?"

"Oh, about seventy-five years," replied the dealer.

"And yet they ring the church bells every Sunday morning!"

The next day the elephant parading at the head of the circus parade had this particular merchant's advertisement on both sides of his decorations.—P & G *Moonbeams*.

If you sell the soap, insecticide, and disinfectant industries, nobody will ever have a chance to forget you if you keep your name and products constantly before your customers through the advertising pages of

S O A P

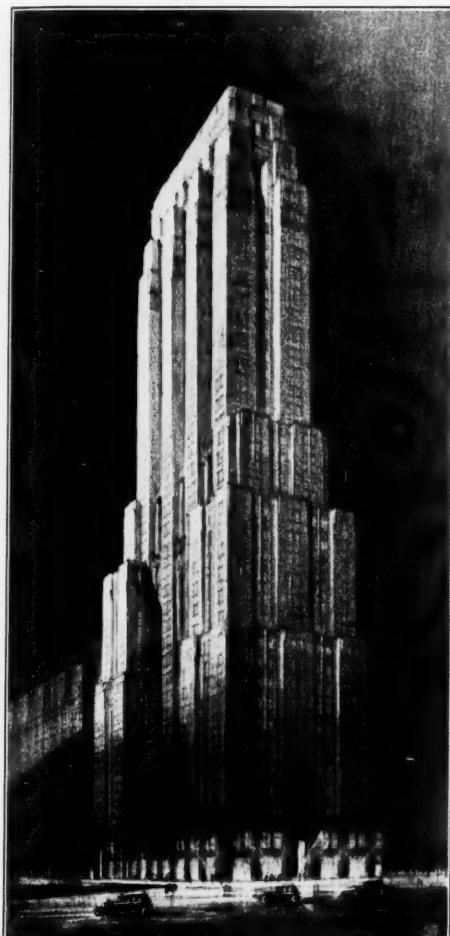
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Formulas printed on the labels of toilet goods and medicinal products shipped into Mexico do not have to carry a quantitative declaration of formula hereafter, a brief qualitative declaration only being necessary, according to a recent change in the Mexican Sanitary Code by the Mexican Health Department.

A short crop of rose oil with a flower cost to distillers in Bulgaria about 30 per cent over last year's figures, is indicated in advices from Botu Pappazoglou & Co. of Kazanlik, Bulgaria, to Ungerer & Co., their American agents.



How the new Palmolive-Peet Building in Chicago will look after completion of the tower. From the architect's drawing. See June SOAP for details.

Large Toilet Soap Imports in April

April toilet soap imports were considerably larger than usual, having reached 192,870 pounds, valued at \$59,245. This compares with total 1928 receipts of 571,270 pounds, valued at \$183,575 and April 1927, imports of 168,880 pounds, valued at \$52,241. Castile soap imports amounted to 375,948 pounds, in April, the goods having been valued at \$44,164. These figures were also above normal, comparing with April, 1927, receipts of only 182,216 pounds, valued at \$24,176, and Jan.-Apr., 1928, imports of 1,202,587 pounds, valued at \$155,719. All other soap imports amounted to 174,673 pounds, in April, the value of the material having been \$19,398. This group also showed an increase over April, 1927, having gained about 50,000 pounds. The total was about 6,000 pounds below the average monthly imports for the first four months of this year, however.

Chicago Soap Assn. Holds Picnic

The annual stag picnic of the Chicago Perfumery, Soap and Extract Association was held at the White House in Schiller Park on the afternoon and evening of Tuesday, June 19th. After a luncheon at noon, a five inning baseball game between the Synthetics and Naturals was staged, which was won by the Naturals by a reported score of 28 to 18. This report, however, was denied by the captain of the Synthetics who claimed that Euclid Snow, chief score keeper, reversed their score and that the final result was in reality 81 to 28. After the ball game, those who were still able to walk, according to the sworn statement of Frank Pettee, secretary, pitched horse-shoes. A few with modernistic ideas tried pitching automobile tires, but the sport was not voted a success. After the party ran out of horses, all hands sat down to a chicken dinner at 6:00 P.M. upon completion of which the "picnic" broke up.

Jewel Tea Co. sales for the four weeks period ending June 16 were 11.36 per cent greater than for the same period in 1928. The sales to June 16 for the four weeks were \$1,239,106. The number of sales routes for the period this year were 1,104 as against 1,092 in 1927. Sales for the first 24 weeks of 1928 were \$7,156,787 compared with \$6,663,346 in 1927, an increase of 7.41 per cent.

J. Walter Thompson Co., New York, will handle the anti-freeze alcohol advertising campaign this year for the Industrial Alcohol Manufacturers Association.

Beach Soap 100 Years Old

Beach Soap Co., Lawrence, Mass., is celebrating its one hundredth anniversary this year, having been established in 1828, at Dover, N. H., by Laurandus Beach, Sr. The first factory, which was located in a small one story building, still stands, serving as the company's present distributing branch, in the Dover, N. H., territory. Until 1845, the concern con-



LAURANDUS BEACH, SR.
Founder in 1828



WILLIAM PHILBRICK
Present Active Head

tinued to operate at Dover, moving, in that year, to Lawrence. A few years after moving to the Massachusetts town, Beach Soap added a hard bar soap, dark yellow in color, to the one product which had been made up to that time, soft soap having been one of the first soap manufacturers to produce cakes. Shortly before the Civil War, Mr. Beach's son James, was sent to establish a soap plant at St. Paul, Minn. After seeing that enterprise well under way, he started another factory at Dubuque, Iowa, remaining in that part of the country in charge of both plants. James Beach's three sons operate the Dubuque soap factory at this time, that in St. Paul having been sold some time ago. Following the death of the company's founder, his son, Laurandus Beach, Jr.,



Present plant of the Company at Lawrence, Mass.

managed the firm's affairs, his son, Irving, having followed him as head of the Beach Soap Co. Upon the latter's death, control passed to the present owners. Present officers include

Judge Wilbur E. Rowell, president; William E. Philbrick, treasurer and general manager and Robert Stanley, secretary and superintendent. Mr. Philbrick has been with the company for forty years, Mr. Stanley's connection dating back for thirty years.

In addition to operating the soap company, the Beach firm owns the Mitchell Wing Co., Boston, and the Beach Tallow Co. The Boston concern acts as New England distributor for many chemical and related products, particularly those used by laundries. Prior to having been acquired by Beach Soap, about six years ago, the Mitchell Wing Co. was one of the largest buyers of Beach products.

Toilet Soap Exports Up in March

Large shipments of toilet soap were made in March, exports having totaled 858,780 pounds, valued at \$229,014, markedly above shipments in the same month, a year ago, of 548,883 pounds, valued at \$188,530. The laundry and miscellaneous groups did not make as favorable a showing, compared with March, 1927. The loss in laundry soap was only a little more than 150,000 pounds, March exports having totaled 3,948,724 pounds, valued at \$273,949. Shipments of all other soaps fell off sharply, from 891,152 pounds, in March, 1927, to 493,413 pounds, in March, 1928. The goods were valued at \$84,510 and \$53,093, respectively. Leading importers were as follows:

	lbs.	
Total exports	878,580	\$229,014
China	148,689	20,619
Sweden	136,537	14,402
Philippines	66,508	16,492
British India	65,349	22,864

	lbs.	
Total exports	3,948,624	\$273,949
Philippines	1,324,963	83,992
Haiti	595,988	45,400
Canada	469,956	35,142

	lbs.	
Total exports	493,413	\$53,093
United Kingdom	124,767	6,753
Canada	76,087	10,095
Argentina	55,595	4,069

National Pharmacy Week will be held next October in conjunction with the National Wholesale Druggists Association. Early publicity is already under way in charge of Dr. Robert J. Ruth of E. R. Squibb & Sons. Some 25,000 special window displays have already been prepared for special distribution.

Gold Dust Buys Linseed Preferred

A proposed merger through the acquisition by the Gold Dust Corp. of the American Linseed Co. was put off early this month in view of a controversy which arose over back dividends on Linseed preferred stock to which holders of that stock claimed they were entitled under the Cast Iron Pipe decision. The purchase of the Rockefeller holdings of American Linseed preferred stock was completed, however, after failure of the two groups to agree on the price at which the Linseed common should be valued for merger purposes. Gold Dust was reported to have paid about \$10,000,000 for the Rockefeller holdings. Including stock previously acquired, the new holdings give Gold Dust 97,000 out of 167,500 issued shares of Linseed preferred, representing \$11,000,000.

The negotiations for acquisition of the common stock of the American Linseed are reported to have been renewed on the basis of an exchange for stock in a new company which will take over both Gold Dust and Linseed holdings. No definite offer will be made, however, until the amount of back dividends to which American Linseed preferred stock is entitled, and also the relative rights of preferred and common stockholders are definitely settled. A group of large common stockholders who are believed to hold voting control, are reported to have refused consideration of any merger which does not permit of free development of Best Foods Company, a subsidiary of American Linseed which is believed to have a very profitable future. A report late in June stated that the Postum cereal interests were bidding for control of American Linseed.

British Soap Exports Higher in April

Exports of British soaps reached 150,975 cwts., valued at £377,102, in April, somewhat above the average monthly shipments during the first four months of this year. Exports, from January through April, totaled 551,105 cwts., valued at £1,275,321. The increasing April shipments could not be attributed to any special class, gains having been registered in all types of soap. Imports, on the other hand, dropped off markedly. The total, for April, was 20,683 cwts., valued at £52,107, as compared with Jan.-Apr. totals of 104,171 cwts., valued at £264,506. Imports of toilet, shaving and abrasive soaps were not far below exports of the same items, 7,517 cwts., as compared with 9,221 cwts., but the value of imported material was only one-sixth that of the exported soap, £15,725 and £89,380, respectively.

Cotton Oil Contract Committee Meets

The recommendations of the committee appointed by Secretary Hoover to arbitrate differences arising in the cottonseed oil industry, in respect to the terms of the New York Produce Exchange contract, were made public recently through the Department of Commerce. The committee which met in New York was composed of the following five men, all of whom are thoroughly familiar with the technique of exchange trading but not connected with the cottonseed oil industry; Julius Barnes, President of Barnes-Ames Co., New York; William R. Meadows, Cotton Registrar, Chicago Board of Trade; George A. Zabriskie, President U. S. Sugar Association; George S. Patterson, McFadden Bros., Philadelphia; and Charles E. Herrick, Vice President, Brennan Packing Co., Chicago. The recommendations of the committee were forwarded to Secretary Hoover who in turn transmitted them to the President of the New York Produce Exchange.

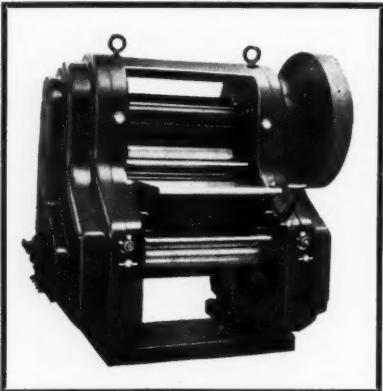
The principal items of the contract in dispute were (1) the grade of oil to be delivered; (2) whether bulk or barreled oil should be stipulated; and (3) designated point of delivery. The committee recommended the retention in the new contract of the grade "prime summer yellow" which appears in the existing contract but that "loose oil basis" be substituted for barrels and that the specification calling for delivery in New York be changed to read "at such bulk storage points designated by the exchange, with such adjustments in freight costs that the buyer will not be penalized, as compared with a New York f.o.b. basis." According to an agreement entered into by both sides of the cottonseed oil controversy, the recommendations of the Arbitration Committee will be accepted as final unless new evidence is brought out, or both sides agree to important changes or additions.

Vera Chemical Co., North Milwaukee, Wis., manufacturers of soap products, has been consolidated along with a number of others into the Paper Makers' Chemical Co. with headquarters at Easton, Pa., to form part of an \$8,000,000 corporation. All the companies which have heretofore operated as separate units although controlled by the Paper Makers' Chemical Co., will now be a part of the parent organization. Other companies in the merger include Western Paper Makers' Chemical Co., Kalamazoo, Mich.; Vera Chemical Corp., Delham, Mass.; Adirondack Mineral Co., Carthage, N. Y.; Superior Sizing Co., Lockport, N. Y.; John Regnier & Sons Co., Boston; Keystone Products Co., Easton, Pa.

The newest thing

in SOAP FLAKING MILLS!

the Buhler Mill



for THIN FLAKES



THE Buhler Soap Flaking Mill is available in two sizes—both three and five roll. It is absolutely the last word in a flaking mill. It produces flakes thinner than those made on any other mill and does so with the utmost economy. Once you give one of these mills a thorough trial you will want none other for your best products. Repeat orders tell the real story. Once a Buhler mill gains entrance, re-orders are sure to follow. Here are some of the main points about this modern soap factory equipment. Complete details will be furnished promptly on request.

- 1. Chilled cast-iron rolls of unsurpassed quality.
- 2. Even wear and tear on rolls
- 3. Extremely thin flakes
- 4. Forced-oil lubrication for all bearings
- 5. Entirely encased—therefore dust and oil proof.
- 6. Smooth surfaces, easy to keep clean
- 7. Low power consumption
- 8. HIGHEST EFFICIENCY—THINNest FLAKES



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To Continue Beaver-R-G Plant

Beaver-Remmers-Graham Co. plant at Dayton, O., purchased for \$189,000 at a receiver's sale on May 28 by the Cincinnati Soap Co. will continue to be operated by the new owners under its old name. Brands of the old company will also continue to be marketed. The main office of the Beaver-Remmers-Graham Co. has been moved to that of the Cincinnati Soap Co. in Cincinnati. A notice sent out recently by the new owners stated in part:

"At the Receiver's sale held in Dayton, Ohio, on May 28th, the entire assets of the Beaver-Remmers-Graham Company were purchased by Cincinnati interests, who will operate the Dayton plant under the old name and continue such well established brands as Grandpa's Wonder Pine Tar Soap, Lana Oil, Olive Cream, Lemon Foam, Tropic Palm, etc. While the plant in Dayton will be operated regularly, the offices of the new company have been moved to 4658 Spring Grove Ave., Cincinnati, Ohio. The same operating personnel, the same processes, patents, and formulae, will be used in the manufacture of a high grade line of regular brand soap numbers. The new company will also continue to specialize in the creation and manufacture of private brand soap for that class of trade."

It will be remembered that about a year ago, the Remmers-Graham Company of Cincinnati (which was formerly a combination of the Remmers Soap Company of Cincinnati and the Graham Brothers Soap Company of Chicago, Ill.) merged with the Beaver Soap Company of Dayton, Ohio, and enlarged and greatly improved the plant at that place. The oldest of the three companies involved has manufactured toilet soap continuously for sixty-three years, and the combined life of the three totals 137 years. For this reason, it is gratifying to know that the names, traditions, and brands of these companies, will be continued under new management and the outlook for a successful continuance is considered very bright for the new company."

Record Whale Oil Production

With a production of 745,000 barrels of whale oil produced in Norway during the 1927-28 season just closed, all records for production in the Norwegian fields were broken. The total value of the whale oil production this year has been estimated at between 60,000,000 and 62,000,000 kroner. All whaling fields exceeded anticipated productions this year. The catch in the Ross Sea was 184,000 barrels as compared with 110,090 last year. This was the largest single field catch.

Final Argument in Castile Case

Final argument was held by the Federal Trade Commission in Washington on June 27 in connection with the castile soap case against James S. Kirk & Company, relative to the complaint of the Commission issued in 1924. This case involves the use of the word "castile" in the sale and advertisement of soap, the oil content of which it is claimed by the Commission is not olive oil exclusively. D. F. McPherson, represented the Kirk Company while E. E. Reardon represented the Commission. Owing to the fact that the Commission has about adjourned for the summer, it is not expected that a decision will be rendered in this case until the fall.

D. F. McPherson and J. F. Oates, Kirk attorneys, told the Commission that there was no proof, historically or otherwise, that castile soap has been made exclusively of olive oil. The complaint, Mr. McPherson said, was inspired by a group of importers and manufacturers of all olive oil castile soap, the trade and market for which in this country is negligible as compared with the business in American made castile soaps of an undeterminate fat and oil content. He contended that castile means simply a pure, good toilet soap.

Mr. Reardon argued that the respondent was guilty of deception in selling any soap as castile, the oil content of which was not 100 per cent pure olive oil. The majority of the public witnesses, called by the Commission, Mr. Reardon said, testified that, in their belief, castile soap meant a soap made of olive oil and soda. The Commission has taken the case under advisement.

It was also maintained by the Kirk attorneys that the word "castile," as applied to soaps did not come from the Spanish province of Castile, but came from the old English term, "castle soap"; that never in the history of soap-making did "castile" in any place mean a soap made only of olive oil; and that all the witnesses representing the manufacturing, distributing, and retailing trade testified that the term, "castile," was the proper designation for soaps containing oils other than olive oil. They quoted from a paper of the United States Bureau of Standards, which stated that "castile" formerly applied to an olive oil soap, but now applied to soaps made of other oils and is a term applying to a class of soaps and not easy to define, and they also referred to a decision of the Treasury Department in a customs case which held that castile was not a misrepresentation of ingredients when applied to a soap not made wholly of olive oil.

Every American manufacturer of pure olive

Now Ready—

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1928-1929 lines of SOAP,
DISINFECTANT and IN-
SECTICIDE perfume oils

All the popular odors and many original bouquets
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The superiority and uniformity, for which other van Ameringen oils are known, are also recognized in the new oils developed for these purposes.

When requesting samples, state odors preferred, nature of product to be perfumed, and cost limits.

Soap-makers, finding that their demands for essential oils cause price increases, are turning to aromatic chemicals. One of the most important—*indispensable in jasmins*—is

F L O M I N E

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(amyl cinnamic aldehyde—pure)

Guaranteed specifications: Boiling point 152° c. under 2 mm. vacuum. 99-100% aldehyde content. No foreign aldehydes, no chlorine, no acids. Stable in soap. Send for Sample.

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Natural and Synthetic Flower Oils.*

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oil castile also has made a soap using other fats and sold it as castile, it was said. Only six of the 342 brands of domestic castile soap are made only of olive oil, the attorneys said. The Los Angeles Soap Company, they added, did not use the term, "castile," in describing its pure olive oil soap until recently.

For the Commission, Mr. Reardon reviewed testimony which he stated proved that the term, "castile soap," means that the soap so labeled is a soap made exclusively of olive oil as to its fatty composition. He quoted a number of dictionaries and authorities and a long list of historical references to castile soap to show that olive oil is the only fatty ingredient. There always have been and there now are brands of castile soap, both imported and domestic, which are made only of olive oil, he said, and stated that such soaps are now made by the Holbrook Manufacturing Co., Colgate & Co., and the Los Angeles Soap Co. He relied on the United States Pharmacopeia which uses the words, "olive oil," in describing castile soap, on the recommendations of physicians and books and official bulletins on baby care.

Robinson and Bonded Combine

Bonded Products Co., Brooklyn, N. Y., soap manufacturers and subsidiary of the Jones Brothers Tea Co., has been purchased by the J. T. Robertson Co., Syracuse, N. Y. J. Spencer Weed and L. P. Shield, directors of Jones Brothers have been elected on the board of the Robertson firm. The personnel and manufacturing operations will be transferred to Syracuse, the lease on the Brooklyn plant of the Bonded Products expiring in a few months. Transfer of the machinery will be carried out through the summer and assembled in Syracuse under the direction of Charles W. Aiken of Boston, full operation being expected to start in Syracuse in the fall. The Robertson Company will manufacture all soaps for the Jones Brothers Tea Co. heretofore made by the Bonded Products Co. The Jones Brothers Tea Co. was recently sold by the Jones family to Brown Brothers Co., New York bankers, and refinanced through public offering of stock.

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Gly santin is the name of a new brand of anti-freeze solution being produced for the German market by the Interessen Gesellschaft. The product is reported to be ethylene glycol.



Managers of the various District Offices of Procter & Gamble Co. photographed recently when they were in Cincinnati for a three day meeting. Picture taken in front of the main office building in Ivorydale for *Moonbeams*. Those in the picture are:

Front Row (left to right)—E. M. Nolan, Pittsburgh; A. M. Henry, Dallas; A. G. Loeffler, Kansas City; G. H. Nippert, Chicago; W. H. Thompson, General Office; W. P. McAuley, Boston; E. F. MacNelly, San Francisco; Ben Rauch, General Office.

Second Row (beginning with the man standing between and in the rear of A. M. Henry and A. G. Loeffler and ending with the man standing between and in the rear of W. P. McAuley and E. F. MacNelly)—E. E. Michot, Detroit; A. B. Jackson, Toronto; V. T. Douglas, Baltimore; F. M. Hawley, General Office; R. M. Webb, General Office.

Third Row—J. W. Morton, Memphis; C. B. DuBois, Minneapolis; W. R. Gunnison, Cincinnati; W. B. White, General Office; E. B. Allen, General office; L. E. Long, New York; A. Amundsen, Atlanta; J. M. Mullins, St. Louis; I. J. Berni, General Office.

Back Row—R. E. Seybert, Philadelphia; C. J. Meyers, Cincinnati; P. E. Hasselbrink, General Office; A. L. McCartney, Chicago; Leslie Gardner, General Office; Russell Deupree, General Office; T. E. Connor, Syracuse; F. W. McClure, General Office; Dwight Maddux, General Office; J. P. Koch, General Office.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
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PERSONAL and IMPERSONAL

William S. Drake, Jr., sales manager of The M. Werk Co., Cincinnati, for the past years, has resigned his position with the company effective Sept. 30, 1928.

G. G. Heid who was connected with the sales force of Procter & Gamble in 1878, returned to the sales department of the same company recently when P & G took over William Waltke & Co. with which firm Mr. Heid was connected at the time of the purchase by P & G. Exactly a half-century ago, he was with Procter & Gamble.

F. R. Switzer has resigned as treasurer and sales manager of the Exo Chemical Co., Jacksonville, Fla., and has been appointed general sales manager of the Provite Company, recently organized at Birmingham, Ala., to manufacture and sell industrial cleaning compounds.

Mark Finks, formerly assistant sales manager in the San Francisco territory for the Los Angeles Soap Co. was recently made divisional manager for the Northwest.

Colgate & Co. Export, Inc., Jersey City, N.J., has been incorporated in New Jersey with a capital of 25,000 shares of no par common stock to handle the export business of Colgate & Co.

The branch factory of the Iowa Soap Co. at Edina, Mo. has been shut down and it is reported that manufacturing operations will be concentrated at the Burlington, Iowa, plant which is being enlarged.

P. P. Tyler, president of Lever Bros., Ltd., Toronto, and G. M. Bertram, advertising manager of the firm, were in London, last month, attending a conference of directors of the overseas associated companies of Lever Bros., Ltd., London.

R. H. Schleicher & Co., New York laundry supply house, have announced the manufacture of a new semi-liquid benzene soap, Sapozene.

J. E. Laatzen, general sales manager of the Duz Co., New York, has appointed J. R. Fogal as manager of the Kansas City offices of the company. New offices have recently been opened in St. Paul and Minneapolis.

George A. Matthews has become manager of the newly created New York branch of the Du Bois Soap Co., Cincinnati, and will represent the company in the Metropolitan area.

W. T. Rawleigh Co., Ltd., Montreal, associate company of the American company of the same name, has been refused a license in Montreal for its door-to-door sales people owing to spirited opposition from the Retail Merchants' Association of Canada which has recently conducted a vigorous campaign against door-to-door selling.

Henry Marshack, sixty year old president of the Standard Soap Co., Toronto, Canada, was a recent suicide by hanging in the office of the company.

Gold Dust Corp. declared a regular quarterly dividend of 75c per share, payable August 1 to stockholders of record of July 17.

Joseph H. Cull of Providence, R. I. has been appointed receiver for the J. H. Cull Soap Mills, Inc., Pawtucket, R. I.

James Counts Soap Co., St. Louis, have moved their plant and are now located on the northwest corner of Second and Washington Aves., St. Louis.

Armour & Co. filed a complaint with the Interstate Commerce Commission on June 25 seeking a lower freight rate on sunflower seed oil crushed in New York from imported seed and shipped to Chicago. The rate which applies is claimed to be unreasonable in that it exceeds the commodity rate on other oils in the same class, such as coconut, palm, palm kernel, soya bean, etc.

ONLY THE FINEST QUALITY

*That is Bertrand Freres Policy on
all products sold under their label.*

Every soap manufacturer should become acquainted with the following B. F. oils—

OIL GERANIUM

OIL VETIVERT BOURBON

OIL VETIVERT JAVA

OIL PATCHOULY

OIL THYME

OIL ROSEMARY

OIL LAVENDER FLOWERS

OIL LAVENDER SPIKE

Two new B. F. Specialties

RESIN PATCHOULY

RESIN VETIVERT

*Combining the perfume value of the oil
with the fixative properties of the resin.*

OIL BERGAMOT **VILARDI** OIL LEMON

Our principal Paolo Vilardi is located in the heart of the producing regions. Every can of Lemon or Bergamot offered by Vilardi is sealed by chemists of the Italian Government. This is your guarantee of purity.

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COMMERCIAL**
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Roermond, Holland
Artificial Musks

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences

Say you saw it in SOAP!

K. Awazu, a Japanese soap manufacturer, accompanied by Jisaburo Kasai, general secretary of the Japanese Association of Los Angeles, were recent visitors at the plant of the Los Angeles Soap Co.

E. G. Kohnstamm, president of H. Kohnstamm & Co., New York laundry supply house, is on a three months health trip to Europe to Karlberg, Germany. He will return about Sept. 1.

John A. Handy of the Larkin Co., Buffalo, N.Y. was elected a vice-president of the Flavoring Extract Manufacturers' Association at its convention last month in Buffalo.

Lever Brothers Co. had a small fire in one of the buildings of their plant at Cambridge, Mass. on June 27, but the damage was not great enough to cause other than temporary inconvenience.

E. R. Squibb & Sons, New York, have established a distributing depot for their products at Seattle, Wash. in charge of E. J. McGuire to take care of the Northwestern states.

Dr. Andrea de Pollitzer of Augusto Pollitzer Co. of Trieste, Italy, manufacturers of soap products, arrived in New York late in June for a short study of American manufacturing and business methods.

Muhlens & Kropff's protest against the trade mark "7-11," as an infringement on their own "4711," has been disallowed by William A. Kinman, first assistant commissioner of patent.

Bristol-Myers Co., Elizabeth, N. J., have placed their new issue of 180,000 shares of common stock on a \$4 per share annual basis. An interim dividend of 66 2/3¢ per share was paid June 30.

Nerala Soap Institute in Madras, India, will be conducted by the Government of Madras in the future chiefly as a school for apprentices in soap manufacture, with a view of improving and expanding the future soap industry of the Madras Presidency.

E. P. Matthiessen, general sales manager for Houbigant, Inc., New York, resigned his position with that company last month.

James P. Grimes, Procter & Gamble Distributing Co., who for the past four years has covered southern Massachusetts, Rhode Island and Connecticut, has been promoted to cover the laundry trade in all the Eastern states, as special representative.

Palmolive Co. has filed a complaint with the Interstate Commerce Commission seeking lower freight rates on tankcar shipments of a mixture of palm oil and olive oil foots from Milwaukee to Laredo, Texas, for export to Mexico. The fifth-class export rate of \$1.09 1/2 per 100 pounds is declared to be excessive in comparison with commodity rates on foots and inedible tallow.

Soapmakers exhibiting at the sixteenth annual convention of the Linen Supply Association of America, held in Cleveland, Ohio, June 12, included Procter & Gamble Distributing Co., represented by R. H. MacKeever and Jolin H. Cash; John T. Stanley Company, Inc., represented by Edward Ewer; Palmolive-Peet Co., represented by F. C. Ward, N. D. Lovejoy, T. J. Schmidt and R. E. Dwyer, and Cowles Detergent Co., represented by R. H. Fellows, H. H. MacConnell, Ralph Leavenworth, W. F. Kramer and M. M. Scott.

William L. Crounse sailed from New York July 5, accompanied by Mrs. Crounse for a two months' trip in Europe. Mr. Crounse is the Washington representative of the American Manufacturers of Toilet Articles and the National Wholesale Druggists' Association.

Kolynos Company now has the following new officers: Calvert Townley, chairman of the board; L. A. Jenkins, formerly vice president and general manager, now president; Dr. H. E. Holsey, vice-president; H. F. De Forest, secretary.

Swift & Co., Chicago, has bought the assets of the Interstate Packing Company, Winona, Minn. The business will be carried on under the same name.

Bonyata Laboratories, manufacturers of soaps, is planning to move its headquarters from Grinnell, Iowa, to 9 East Nevada street, Marshalltown, Iowa.

W. R. Gilmore of Colgate & Co. is the new president of the Kansas Pharmaceutical Travellers' Association.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

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As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

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NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

A carnation type perfume for soaps, used in proportion of one to two per cent of the soap base in milling, is composed as follows: heliotropine 25 parts; musk ambrette 25; foregoing are dissolved in 200 parts terpineol with gentle warming and 20 parts benzoyl isoeugenol added; also isoeugenol 220; oil geranium 120; amyl salicylate 100; bois de rose 75; oil clove 50; cananga 50; petitgrain 40; bromstyrrol 25; Peru balsam 50.—*Perfumery & Essential Oil Record*, June, 1928.

•••••
A formula for calculating the yield of soap is as follows: Yield equals 100 $(1 - xV)$ $(G + 100 xS)$ divided by H, in which V is saponification number, G is saponifiability (in grained soaps it represents that amount of fat which is utilized in soap boiling), S is acid number, H is per cent of fatty acids in finished soap, and x is factor 0.000226. — Lederer in *Seifensieder Zeitung*, 54, 925, 1927.

•••••
Soap powders containing perborate or similar salts with or without soda ash, are mixed with ammonium phosphate or a neutral or acid pyrophosphate or an alkali to increase their stability and retard the liberation of oxygen in the washing or bleaching operation. — British Patent No. 273,414.

•••••
Rate of change of iodine number in aged cakes of settled soaps is shown by analysis of outside and inside layers of soaps containing rosins. Soaps of varying ages showed that the inside had from 2 to 18 per cent higher iodine number in from 2 to 130 weeks. When the cakes were cut into four or six concentric layers, the following iodine numbers were found in a sample containing no rosin in the outside and inside layers respectively: 38.0, 49.7; 37.2, 52.6; 37.5, 58.5; 41.7, 58.9; 42.2, —; 45.5. — *Chemische Umschau Fette, Oele, Wachse, Harze*, 35, 105, 1928.

•••••
A shaving soap is manufactured by mixing a potash vegetable oil soap with about forty or fifty per cent of finely divided talc. — U. S. Patent No. 1,667,993.

A method for covering trade-marks and other designs on bars of soap in order to protect them and make permanent, is covered in Swedish Patent 121,818. The covering material comprises a mixture of wax, rosin, and paraffin.—*Pine Inst. Abstracts*, Vol. II, No. 4.

•••••
Attempts to make a soap product of value from liquid rosin which is a brown, ill-smelling by-product of the Swedish paper pulp industry, were unsuccessful. A sample containing 58 per cent fatty acids and 88.5 per cent saponifiable was purified with superheated steam, but saponification gave a poor grade of green soap for which there does not appear to be any use.—*Chimie et Industrie*, 19, 177, 1928.

•••••
Washing compounds containing sodium perborate are suitable for washing cotton without effect on the fiber, but they attack linen more readily than ordinary soaps plus soda ash. The tensile strength of cotton cloths was practically the same after washing with perborate compounds as with curd soap plus soda ash.—*Seifensieder Zeitung*, 55, 76, 1928.

•••••
An orris perfume, especially suitable for use in soaps, as suggested in a recent issue of *Les Parfums de France*, is composed of the following items: 400 parts of oil orris root, 200 parts of oils petitgrain and bergamot and 100 parts of oils bois de rose and cloves.

•••••
Hexalin or methylhexalin when added to soaps to the amount of 20 to 30 per cent, prevents the formation of calcium precipitates in hard waters, and produces a turbidity when added in lesser quantities. Schrauth in *Seifensieder Zeitung*, 55, 108, 1928. Welwert in same publication, 55, 66, 1928, stated "The addition of hexalin to the following soaps did not prevent the formation of smearable calcium soaps at elevated temperatures in water of varying hardness: a potash oleate soap with 40% fatty acids and 20% hexalin; a cold made soap from 30 coconut, 20 cottonseed, 50 tallow (55.3% fatty acids) plus 9.1% hexalin; a laundry soap with 20 and 25% hexalin."



*"Distinguished for its high
test and uniform quality."*

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Works: Wyandotte, Mich.

CONTRACTS AWARDED

John T. Stanley Co. awarded 1,500 lbs. hand grit soap at 9.5c lb. for Post Office Dept., Washington.

James Good, Inc. awarded 100 kegs green soap at \$199.80 for Veterans Bureau, Washington. Clifton Chemical Co. awarded 650 tins liq. cresol compound at \$3,432 for same place.

Purdy & Stevens Supply Co. awarded grit soap for fiscal year 1929 for Post Office Department, Washington, at 3.7c. Windsor Soap Co. awarded requirements of toilet soap for same place at 8.12c and 8.32c. Larkin Co. awarded tar soap at 12.9c.

Palmolive-Peet Co. awarded 40,000 lbs. laundry soap for Fort Sam Houston, Quartermaster Dept. at 5.4c lb.

Barrett Company awarded 10,000 lbs. naphthaline for Philadelphia Quartermaster Dept. 5.25c lb.

Armour & Co. awarded 2,000 lbs. fulling soap for Frankford Arsenal at 7.125c lb.

R. M. Hollingshead Co. awarded 5,000 lbs. saddle soap f. o. b. Jeffersonville Quartermaster Dept., Cir. 126, at 12c lb.

James Good, Inc. awarded 5,000 bottles ammonium carbonate for Rock Island Arsenal at 15.6c bott. B. T. Babbitt, Inc. awarded 5,000 lbs. lye for same place at 6c lb.

Standard Supply & Equipment Co., Philadelphia, awarded 4,000 lbs. metal cleaner for Frankford Arsenal at 8.7c lb.

Uncle Sam Chemical Co. awarded 100 cans furniture polish at 28c can for U. S. Marine Corps, Washington. D. C. Shapleigh Hardware Co. awarded 220 packages cleaner and polish at 32c ea. for same place.

Solvay Sales Corp. awarded 2,000 lbs. soda ash for Rock Island Arsenal shipment to Augusta, Ga. at 2.325c lb. in 150 lb. bags and 2.555c in barrels. Benner Chemical Co. awarded 24,000 lbs. soda ash same place at 1.83c lb.

Carman Supply Co., St. Louis, awarded 3,145 lbs. soap chips for St. Louis Medical Dept. at 9.11c lb.

Gold Dust Corp. awarded washing powder for all points. Brooklyn Quartermaster Circular 193, at 3.35c lb.

Clifton Chemical Co., awarded 58 bbls. of 500 lbs. ea. automobile soap for Post Office Dept. at 4.24c lb.; also, 15 half bbls. of 250 lbs. ea. at 4.6c lb.; also 50 cans of 50 lbs. ea. at 5.2c lb.

Procter & Gamble Distributing Co. awarded 45,000 lbs. issue soap for Fort Sam Houston Quartermaster Dept., Cir. No. 311, at 5.51c lb. Bid accepted for 72,240 lbs.

Colgate & Co. awarded quantity shaving soap for Brooklyn Quartermaster Dept. Cir. 184, at 3.3c cake and at 20c, also quantity toilet soap at 5.8c cake. Swift & Co. awarded white floating soap for same place at 4.5c cake, and Procter & Gamble Distributing Co. quantity same at 3.5c cake, and 6.3c cake.

Morris & Eckels Co. awarded three car-loads of soda ash at 1.4c lb. for the Bureau of Engraving and Printing, Washington.

S. S. Pierce Co. awarded item Cuticura Soap at 18.5c for Army War College, Quartermaster Dept. Cir. 15. BeVier & Co. same circular awarded item Squibb's tooth paste at 24c and Pepsodent tooth paste at 30.5c. Francis H. Leggett & Co. awarded Lifebuoy soap at 3.91c.



KELLOGG'S

Value!

PRICE is only one factor in the equation of value—QUALITY is equally important. It is trite to say that the best is not always the cheapest, nevertheless both unusual purchasing ability and a high degree of technical skill are often required to determine the best of several propositions.

Expert purchasers of vegetable oils have found that the Kellogg representatives can be of real assistance to them in determining true values. The background of technical research which the Kellogg representative has at his disposal makes it possible for the purchaser to know, in the most precise terms, what his money will buy for him.

SPENCER KELLOGG AND SONS, Inc.
BUFFALO, N. Y.

Warehouse Stocks at:

Boston	Chicago
Baltimore	Cleveland
Detroit	Philadelphia
Kansas City	New York

COCONUT OIL



Say you saw it in SOAP!

RECORD OF TRADE-MARKS

The following trademarks were published in the June issues of the *Official Gazette* of the United States Patent Office in compliance with section 6 of the Act of Sept. 20, 1905 as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Ozonite—This in solid letters describing soap and washing powder. Filed by Procter & Gamble Co., Cincinnati, Ohio, Feb. 13, 1928. Claims use since Mar. 15, 1915.

Trump—This in solid letters describing dry-cleaning preparations. Filed by Toledo Rex Spray Co., Toledo, Ohio, Mar. 30, 1928. Claims use since Mar. 12, 1928.

Cimex—This in solid letters on a picture of the label, describing insecticide. Filed by Michelangelo Pacella, M.D., Chicago, Ill., Dec. 12, 1927. Claims use since June 1, 1914.

Excelline—This in solid letters describing shampoo. Filed by Darling of the Gods Labs., Los Angeles, Calif., Feb. 8, 1928. Claims use since Dec. 23, 1927.

Lohafoam—This in solid letters describing shampoo. Filed by Midland Chemical Labs., Inc., Dubuque, Iowa, Feb. 8, 1928. Claims use since Aug. 1, 1927.

Vermoff—This in solid letters describing insecticides. Filed by St. Louis Veterinary Labs., St. Louis, Mo., Mar. 3, 1928. Claims use since Feb. 1, 1928.

Tobac—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Tobacar—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Tobacret—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Tobaker—This in solid letters describing tooth paste. Filed by McKesson &

Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Doro—This in solid letters describing deodorant. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Bix—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Bax—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Right-O—This in solid letters on a fancy background describing soap, namely liquid soap, liquid shampoo soap, tooth soap, shampoo soap jelly, shampoo soap paste, soap crystal shampoo, shaving soap, etc. Filed by Dr. Robert M. Froehlich, New York, N. Y., Feb. 9, 1927. Claims use since 1918 on liquid soap and liquid shampoo and since Oct. and Nov., 1926, on the other items.

Service Boy—This in solid letters over the picture of a bell-hop, describing toilet soap, laundry soap, soap chips, soap powder, scouring soap, metal and glass polish, cleansers, etc. Filed by Service Grocer Co., Inc., Detroit, Mich., Apr. 11, 1928. Claims use since Sept., 1925.

Silvertone—This in solid letters over the picture of some silverware, describing preparation for cleaning and polishing silverware. Filed by Service Products, Inc., Greenville, Pa., Apr. 14, 1928. Claims use since July 1, 1927.

Barberet—This is solid letters describing shaving soap. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 21, 1928. Claims use since Nov. 18, 1927.

Kleen-Kure—This in solid letters describing soaps. Filed by Geo. W. Marsh, St. Louis, Mo., Apr. 23, 1928. Claims use since Jan. 1, 1928.

Shav—This in solid letters describing shampoo. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Mar. 7, 1928. Claims use since Nov. 18, 1927.

Barberet—This in solid letters describing

Fillers and Abrasives—

Buy Direct and Save!

POWDERS

SILICA SMOKE (Soft)
for Nail Polish, Tooth Paste,
Gold—Silver—Glass Polish.

TRIPOLI (Velveteen Brand)
for Textile Soaps, Laundry
Soaps, Cleaning Compounds
for wood and metals.

SILEX (No. 68 Grade)
for Scouring Soap and Powders.

ASH (Volcanic)
for Hand Paste Soap, Me-
chanics Soap.

EARTH (Infusorial)
for Insecticide Powders.

CLAY (Bentonite)
for Laundry Soaps.

PRECIPITATED CHALK
(Calcium Carb.)

DIATOMACEOUS EARTH
(Fullers Earth) (Kieselguhr)
for Neutralizing, Filtering,
Bleaching, etc.

Quotations and Formulas on Request

TAMMS SILICA COMPANY

Mines & Mills
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REAL LABOR SAVERS

with merit proven by years of service.

Especially designed for—

Auto Soaps	Disinfectants
Mechanics Soaps	Liquid Soaps
Polishing Pastes	Shampoo Bases
and all other soft and specialty soaps.	

Stacking Drums
Bring Satisfaction
GAUGES:
22—24 or 26



5 Gal. Oil Can



PATENTED—Sizes 2 to 12 Gallon

Let Us Submit Samples and Quote

THE OHIO PAIL CO., Middlefield, O.



Insure Safety
Cost No More
Conform to
I.C.C. Regulations



50 Lb. Grease Pail

Say you saw it in SOAP!

shampoo. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Mar. 20, 1928. Claims use since Nov. 18, 1927.

Barbami—This in solid letters describing shampoo. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Mar. 20, 1928. Claims use since Nov. 18, 1927.

Fumex—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

Tobax—This in solid letters describing tooth paste. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Apr. 6, 1928. Claims use since Nov. 18, 1927.

P. D.—This in outline letters on a shield on a band, describing insecticides. Filed by Sinclair Refining Co., New York, N. Y., Apr. 12, 1928. Claims use since Feb. 27, 1928.

Fly-Rek—This in outline letters on a black back-ground over the picture of a dead insect, describing insecticide. Filed by Providence Chemical Labs., Providence, R. I., Apr. 26, 1928. Claims use since Mar. 5, 1928.

Pinesola—This in solid letters describing disinfectants and deodorizers. Filed by Joseph Christopher Shepard, Wilmington, N. C., Apr. 30, 1928. Claims use since Mar. 21, 1928.

Royal Cleanser Varachina—This in solid letters describing washing and cleansing fluid. Filed by B. R. M. Company, Royal Oak, Mich., Mar. 17, 1926. Claims use since Jan. 11, 1926.

Olate—This in solid letters describing soap flakes. Filed by Procter and Gamble Co., Cincinnati, Ohio, Apr. 28, 1928. Claims use since June 30, 1927.

Pinesol—This in solid letters describing soap, polishes, etc. Filed by Joseph Christopher Shepard, Wilmington, N. C., Apr. 30, 1928. Claims use since July 26, 1925.

La Casa—This in solid letters describing soap. Filed by Mart Guild, Inc., New York, N. Y., May 3, 1928. Claims use since Aug. 1927.

Trade-Marks Granted

242,126 — Soap. Richard Hudnut, New York, N. Y. Filed December 31, 1927. Serial No. 259,561. Published February 28, 1928.

242,127 — Soap. Richard Hudnut, New York, N. Y. Filed December 31, 1927. Serial No. 259,559. Published February 28, 1928.

242,175 — Soap. J. B. Williams Company.

(Continued on Page 115)

New Patents

Lancaster & Allwine

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Originators of forms "Evidence of Conception" to be signed and witnessed before disclosing an invention to anyone. Sample form and information sent upon request.

No. 1,666,701, LENS POLISHER, Patented April 17, 1928 by Harry W. Hill, Southbridge, Massachusetts, assignor to American Optical Company, Southbridge, Massachusetts, a Voluntary Association of Massachusetts. As a new article of manufacture, a backing provided with a coating of a mixture of beeswax, methyl salicylate and a phenol substance, and an abrasive embedded in the mixture.

No. 1,667,993, SHAVING SOAP, Patented May 1, 1928 by Robert Forday Smith, New York, New York. A shaving composition essentially consisting of a vegetable oil, potash shaving soap with which is intimately incorporated between 40% and 50% of talc in a finely divided condition, said composition being free lathering and adapted to form a profuse persistent lather when rubbed up with a brush in the usual manner.

No. 1,661,547 (Mar. 6, 1928; appl. July 18, 1927). DEODORIZING DEVICE. Eugene J. Reefer, Philadelphia, Pa. — Reefer's No-Moth, Inc., Philadelphia, Pa. — This invention provides a support for holding a bottle in inverted position and provides also for a small perforation in the stopper, this small hole being surrounded with absorbent pads in such a way that the fluid is never allowed to flow freely and yet enough is permitted to escape at all times to insure fulfilling the object for which it is intended, either as a deodorant, disinfectant, or poison for moths or other objectionable insects.

No. 1,669,281, METAL-POLISHING COMPOSITION, Patented May 8, 1928 by William Breitzke, Detroit, Michigan. A metal polish composed of a paste of confectioner's sugar in major content, a minor content of camphor, and a small content of ether, formed into a paste with water.

(Continued on Page 81)

mysore government

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and
Manufacturers of Perfumery Products*

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

*For your own protection, insist on
Original Cans and Cases*

PACKED IN 100-LB. CASES—EACH CASE
CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER
Sole Agents in U. S. A.

26 CORTLANDT STREET
PHONE—RECTOR 4586

NEW YORK CITY
CABLE ADDRESS—COXASPDEN, N. Y.

Say you saw it in S O A P !

Market Report on
ESSENTIAL OILS AND AROMATICS

(As of July 7, 1928.)

NEW YORK—Very little activity has been reported in the essential oils and aromatics market during the last month, the market being a dull summer affair. There have been only a few price changes, mostly in unimportant commodities. The reported changes have been generally to lower price levels. Oil cloves has advanced. Cassia, citronella, lemon and orange are reported lower.

OIL BERGAMOT

Unchanged at prices ranging from 25¢ to \$5.50. The past rise in lemon and orange has been checked, lower prices being reported. Inside at \$3.40 and \$9.00 respectively.

OIL CANANGA

Firm and unchanged at the previous price levels. \$3.75 inside for rectified, and \$3.25 to \$3.35 for native. Tends firmer on strength of ylang ylang oil.

OIL CASSIA

Technical cassia prices remain strictly nominal as there are no spot offerings of this product. Redistilled cassia fell off considerably after last month's sharp gains. Priced from \$2.75 to \$3.00 a pound.

OIL CEDAR LEAF

Scarce, but prices remain steady, from \$1.15 to \$1.25 a pound.

OIL CEDAR WOOD

Unchanged at prices ranging from 25¢ to 27¢ a pound.

OIL CITRONELLA

The June fall in price in both Ceylon and Java oils continued throughout the month. Ceylon declined sharply to 44¢, inside, the total decline of the month being 10¢. Java fell off to 48¢ in sympathy with the Ceylon drop. Demand was insufficient to sustain recent sharp advances.



Integrity & Organization Are Behind The D&O Label

Our Direct Connection

with the producers of Japanese Camphor Oil and our manufacturing facilities place us in a most favorable position to meet your wants in quantity and quality of any of the items mentioned below,

White Camphor Oil
(*Japanese*)

Camphor Sassafrassy
Oil Sassafras Artificial
Safrol

*(representing the fragrant principles of
Natural Sassafras Oil but stronger)*

If you are not acquainted with our

**Compounded Perfume
Bases**

for use in insecticide sprays, for deodorizing materials, or for theatre sprays—ask for samples.

OUR PRICE will also suit you.

DODGE & OLcott COMPANY
87 Fulton Street
New York City

The integrity of the house is reflected in the quality of its products

TERPINEOL—V. F.

Odor — Clean Refreshing — Lilaclike
Color — Absolutely Water White

THE KIND YOU WILL PREFER
Stocks in New York —

P. R. DREYER, INC.
26 CLIFF STREET - - - - - NEW YORK
Sole U. S. Agents for

**VANILLIN-FABRIK G.M.
HAMBURG-BILLBROOK B.H.**

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Trade **LANUM** Mark

(Lanolin—Adeps Lanae Merck)

Particularly adapted for shaving creams,
soaps, and other toilet preparations. Free from
the impurities usually found in ordinary Lanolin.

Send for a sample

MERCK & CO.
INC.
MANUFACTURING CHEMISTS

Philadelphia

New York

RAHWAY, N. J.

St. Louis

Montreal

Say you saw it in S O A P !

OIL CLOVES

Prices rose sharply, this oil now being priced from \$1.70 to \$1.85 a pound.

OIL GERANIUM

Bourbon oil remains firm at prices ranging from \$4.50 to \$4.75. Sharply reduced stocks in primary markets has made dealers unwilling to lower these figures. African remains steady from \$3.50 to \$3.75.

OIL LAVENDER

There is little activity. Previous prices are still in effect. \$3.00 to \$4.00 for U.S.P., and 90¢ to \$1.25 for spike.

A new sandalwood forest amid the impenetrable jungle region of Kamkanhally in the Mysore State, India, has been reported discovered. The Chief Conservator of Mysore estimates that 600 tons of sandalwood valued over \$200,000 is obtainable from the forest and he has requested a Government grant of 10,000 rupees (\$3,500) for the collection and transport of this wood. The Mysore Government has agreed to the expenditure, according to Trade Commissioner C. B. Spafford, Jr. at Calcutta.

J. Mero & Boyveau, Grasse, France, are now being represented in the United States by Dodge & Olcott Co., New York.

F. E. Watermeyer, president of Fritzsché Brothers, New York, returned to New York on June 18 after three months spent in Europe on a combination business and pleasure trip, some time being spent in and around Grasse and some at the plant of Schimmel & Co. at Miltitz near Leipzig.

J. A. J. Wijnmalen of the Wangler-Budd Co., New York, will return shortly after the middle of July from a month in Europe, most of which time has been spent at the plant of Polak & Schwarz at Zaandam, Holland.

Dr. Henri Barbier, chemist in charge of manufacturing at Geneva for L. Givaudan & Cie., returned to France early last month after a six weeks stay in the United States which he spent with Dr. Eric C. Kunz, executive manager of Givaudan-Delawanna, Inc., New York and Delawanna, N. J.

Shipment of cosmetics to export markets by American manufacturers jumped from \$966,000 in 1922 to \$1,707,000 in 1927. England has been the biggest customer during the entire period.

Your soap perfume will improve markedly with the addition of
OAK MOSS RESIN

A product of great importance to soapmakers for its odor and fixative value. The remarkable low cost of this product is only exceeded by its extremely high quality. Try it in your odors.

Are you interested in PATCHOULI?

Patchouli D. F., an exceptional high quality synthetic substitute for the natural oil, at a very reasonable cost.

BENJ. FRENCH, INC.

160 FIFTH AVENUE

Agents for
Descollonges Freres
Lyons, France

NEW YORK

Agents for
Pilar Freres
Grasse, France

"COLUMBIA BRAND"

Caustic Soda

Solid - Flake
Ground - Liquid



Soda Ash

Light - Dense

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

Quality -- Service

Address all communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

Say you saw it in SOAP!

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of July 9, 1928.)

NEW YORK—Changes in prices for chemicals have been few during the month. Demand for spot goods has been generally quiet, although contract shipments have been reported moving in good quantity. Mid-summer dullness is apparently holding things at a standstill, and there is little disposition to revise quotations or to force sales at this time. During the month, a general increase in rosin prices has been of chief interest to the soap and disinfectant industries.

ALKALIES

A tendency of alkali business to fall off particularly to industries where summer layoffs are in order, has been noted, but is apparently having no effect on the market. Total shipments this season are about in line with those for the same period a year ago. There have been some larger offerings of "outside" brands of caustic, but not in sufficient volume

to disturb the market. Both caustic and soda ash are adhering to regular schedules both for contract and less carlots. Caustic potash is quiet and steady with stocks ample and prices unchanged.

ROSINS

There have been advances in all grades of rosins during the past month, the net gains running from 75c to \$1.00 per barrel as to grade. The demand for rosins during the past two months is reported to have been considerably heavier owing to the comparatively low prices ruling. Soapmakers are reported to have taken larger quantities. Production and shipments show little change. Wood rosin was also higher at \$7.50 bbl. at works. New York prices for gum rosins were: B, \$9.70; F, \$10.00; K, \$10.15; N, \$10.30; WG, \$11.10; WW, \$11.90.

GLYCERIN

No particularly heavy demand has devel-

THE NEWPORT PRODUCTS

*for
soap
makers*

TETRALIN and HEXALIN

**Hydrogenated Coal Tar Bases with
High Boiling Points and
Better Dissolving Properties**

for oils, waxes, greases and fats than the solvents commonly used—therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



The Newport Chemical Works, Inc.
Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.



**DIAMOND
ALKALIES**
Include

58% Soda Ash
76% Caustic Soda
Bicarbonate of Soda
Laundry Soda
Cleaner and Cleanser
Special Alkali

Confidence

Diamond Alkalies have behind them the nationwide confidence of industry. The high quality and uniformity of this well known brand have *always* been dependable, which accounts for the nationwide demand and distribution. Just try Diamond Alkalies and the quality will speak for itself.

Diamond Alkali Company

Pittsburgh, Pa.



and Everywhere

For TRI SODIUM PHOSPHATE

A BETTER Source of Supply



*Just Phone
Our Nearest Branch*

The 18 Grasselli branches and warehouses offer you—

1. More convenient proximity.
2. Quicker delivery.
3. Economy of freight rate.
4. Larger stocks, hence complete shipments.
5. Quality backed by a chemical reputation of 89 years.

Try Grasselli on your next order for
TRI SODIUM PHOSPHATE

THE GRASSELLI CHEMICAL COMPANY
Established 1839

CLEVELAND, OHIO

Branches and Warehouses

Albany
Birmingham

Boston
Brooklyn

Charlotte, N. C.
Chicago

Cincinnati
Detroit
Milwaukee
New Haven
New Orleans
New York

Paterson
Philadelphia
Pittsburgh
St. Louis
St. Paul

GRASSELLI GRADE
A Standard Held High for 89 Years

oped during the period, although refiners hold prices firm without change. There is no disposition to cut ruling figures to get business. In fact, a pronounced sentiment in the other direction is apparent, sellers being willing to await demand at their prices. Closed on spot as follows: dynamite, 12½c; C. P. 15c; saponification, 8½c; lye, 7½c lb.

COAL TAR PRODUCTS

Naphthalene was difficult to secure in quantity at the close owing to a shut-down of one producer and a shortage of spot goods. Shipments of contracts is still going forward in full quantity. Prices are firm with makers quoting 5c up for flake, 6c up for balls, with resellers asking premiums over these figures for prompt goods. Cresylic firm and unchanged. Creosote oil and tar acid oils were strong and in good demand without price change. Paradichlorbenzene is very active seasonal demand from makers.

MISCELLANEOUS

Basic position of pyrethrum (insect powder) is firmer this month with an inclination of primary markets to move prices up. On spot, there is an active demand at prices from 36c lb. all the way to 42c. Ammonia water is stronger and makers have advanced prices.

New Filling Machine Line

George G. Rodgers Co., Springfield, Ohio, pioneer manufacturers of machines and equipment for filling pastes and powders, conveyor belts, collapsible tube equipment, and similar equipment, has recently been reorganized and moved into a new factory at 600 East Main St., Springfield. George G. Rodgers, founder of the business, died about a year ago. The business, including patents, was purchased by A. D. Hosterman and the organization has been reorganized along with the moving to a new plant. Of particular interest to manufacturers of mechanics' soaps, U. S. P. soft soaps, paste polishes, and other paste products, is the small hand filling machine of low cost for small plants and a high speed power machine for larger organizations. The company also makes packaging equipment for powdered materials, and special belt conveyor tables. A catalog describing their various pieces of equipment is now ready for distribution and will be sent upon request.

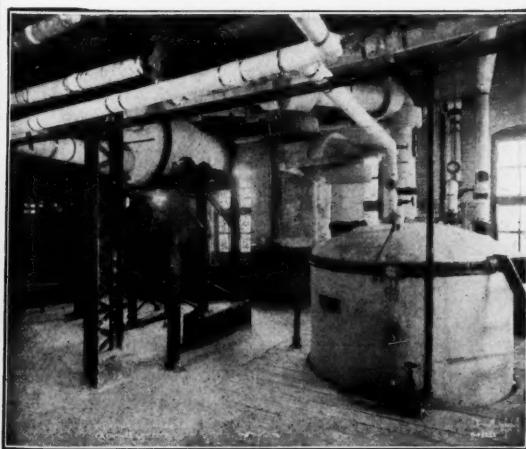
♦♦♦

Industrial Chemical Co., New York, recently changed its name to the Industrial Chemical Sales Company. Offices remain at 200 Fifth Av., and there is no change in personnel.



GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.



The outstanding features of the WURSTER & SANGER process and equipment are:

1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation.
5. Compactness of the plant.
6. Low operating costs.

New Plants Designed—

Old Plants Remodeled

Complete Plants for

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

WURSTER & SANGER, INC.

5201 Kenwood Avenue

Chicago

Buy direct from the Manufacturer!



Vegetable Oils — Fatty Acids

CORN — COCONUT — COTTONSEED — PEANUT
and PALM KERNEL

There are numberless obvious advantages in buying your raw materials direct from the manufacturer. Not the least lies in our ability to handle our customers' orders promptly at all times. Over fifty years' experience in this business means that the oils and fatty acids will be right in quality and price.

What are your needs?

Barrels, Drums or Tank Cars Spot or Shipment

C. F. SIMONIN'S SONS, INC.

Established 1876

TIOGA and BELGRADE STREETS - PHILADELPHIA

Vegetable Oils and Chemicals for SOAP MANUFACTURE

Since 1897 Direct Importers of

Choice Green Italian Olive Oil
Foots
Palm Oil, Genuine Lagos and Niger
Palm Kernel Oil
Degas (Woolfat)

Caustic Potash, Electrolytic, 90/92% Guaranteed
Carbonate of Potash, Calcined, All Tests
Yellow Pressed Olive Oil Guaranteed Pure

Dealers in

Red Oil (Oleic Acid)
Saponified and distilled

Fatty Acids
Rapeseed Oil

Peanut Oil
Coconut Oil

Direct Importers of

GUMS—Congo—Pontianak—East India—Kauri—Copal—Sandarac—Manila—Damar
WAXES—Japan—Carnauba—Beeswax

T. G. COOPER & CO., INC.

47 and 49 North Second Street

Philadelphia Pa.

Get our prices before buying — Spot, Future, Contract

Say you saw it in SOAP!

Market Report on TALLOW, GREASES AND OILS

As of July 9, 1928.

NEW YORK—Demand has been slow to assert itself in the market for vegetable oils, tallows and grease, with the result that prices have declined fractionally for many items during the past month. Tallow, linseed oil, olive oil, oleo oil and coconut oil were quoted lower at the close of the month. Other oils showed but little change. Additional demand for greases raised prices in each item of this line.

COTTONSEED OIL

There has been little activity in this commodity, prices remaining unchanged. P. S. Y. still brings from 10½c to 11¼c, with crude oil selling from 85c to 9c. The fatty acid has advanced slightly to 9¾c a pound.

TALLOW

With demand calling for greases and lower

grade stocks, tallow prices have fallen. Fancy can be bought as low as 8½c, and city extra is inside at 8¼c. Reduced offerings, however, have kept tallow prices from going lower, and have brought about a firmer condition.

COCONUT OIL

Very little has happened in this market during the past month. Inactivity on the part of consumers has occasioned fractional price falls. N. Y. spot is inside at 8½c, and coast tanks bring 8c or 8½c a pound.

PALM OIL

With limited spot supplies, this market tended firmer. Spot Lagos remained nominal at 8c, with shipment advanced to 7¾c. Spot Niger sold inside at 7¼c, with shipment higher at 7½c a pound.

OLIVE OIL

Spot oil is inside at \$1.20 a gallon, 5c lower than a month ago. The shipment price remains

Stearic Acid

Double and Triple Pressed— Cakes and Powder

Especially suitable for use in the manufacture of shaving creams, textile soaps, metal polishes, textile specialties and related products.

Large production insures the uniformity of Emery stearic acid and is your guarantee that we can meet your demands for quality and service day in and day out. May we quote on your next requirements?

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These oils run absolutely uniform, with an unusually low percentage of unsaponifiable material. Shipments can be made on short notice, from warehouse stocks located throughout the country.

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Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

Palm Oil

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NEW YORK CITY

Vegetable Oils

Olive Oil

Palm Oil

Cottonseed Oil

Olive Oil Foots

Palm Kernel Oil

Cocoanut Oil

Say you saw it in SOAP!

at \$1.15. There has been no change in olive oil foots, the spot price holding at 9½c to 10c a pound.

PALM KERNEL OIL

Palm kernel oil put in a quiet month with no price changes. In tank cars, the price is 8½c a pound with the packaged variety inside at 9½c. The market tends stronger with better demand.

CORN OIL

Dealers are quoting slightly higher prices on corn oil in spite of light demand. The result is a very quiet market. In tank cars, the oil is as high as 9½c a pound, with 10½c a pound the top price for barrels.

GREASES

With increased demand prices rose throughout the month. Yellow, brown, house and bone naptha were each from 3½c to 7½c a pound higher. The white variety did not change in price, as the demand was for the cheaper materials.

Frank Messinger of the Foodstuffs Division of the Department of Commerce, has been named European Trade Commissioner to specialize in vegetable and animal fats and oils and related products. Mr. Messinger will make his headquarters in London and cover the principal oil markets of Western Europe, making periodic reports, special studies, and aiding American importers, exporters, and consumers. He is on a three year commission. He is a graduate of Texas Agricultural & Mechanical College and has had a number of years practical work in cotton oil crushing in Texas.

William R. Petze has been appointed assistant general sales manager for the National Oil Products Co., Harrison, N. J., manufacturers of sulfonated oils and soap products. Mr. Petze was formerly sales manager of branches for the Splitdorf Electric Co., Newark, N. J. and was recently sales manager of the automotive accessories division of the New York branch of the American Bosch Magneto Corp.

Liggett Drug Stores have acquired seven Chicago drug stores operated by Buck & Rayner.

Vegetable Oils

Olive Oil Foots
Palm Kernel Oil

Corn Oil
Coconut Oil

Cottonseed Soap Stock
Corn Oil Soap Stock

Domestic and Oriental Soya Bean Oil

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Bay R
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Don
Benzal
Tech
Bleach
Borax,
Carbon
Carbon
Caustic
China
Cresol,
Cresos
Formal
Fullers

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb. .13	.14	Glycerin, C. P., drums	lb. .15	.15½
Acid, Boric, bbls.	lb. .08½	.08½	Dynamite, drums	lb. .12½	.12½
Cresylic, 95%, dk., drums	gal. .71	.73	Saponification, tanks	lb. .08½	.08½
97-99%, pale, drums	gal. .74	.76	Soaps, Lye, tanks	lb. .07½	.07½
Formic, 85%, tech.	lb. .11	.12	Ilexalin, drums	lb. —	.60
Oxalic, bbls.	lb. .11	.14	Kieselguhr, bags	ton 65.00	75.00
Salicylic, tech.	lb. .37	.40	Lanolin, <i>see</i> Adeps Lanæ	ton 1.10	1.20
Sulfurous, 6% ebs.	lb. .06	.07	Lime, live, bbls.	100 lb. 4.20	4.40
Adeps Lanæ, hydrous, bbls.	lb. .14	.16	Menthol cases	lb. 3.00	3.25
Anhydrous, bbls.	lb. .15	.17	Synthetic	lb. 1.65	1.80
Alcohol, Ethyl, U. S. P., bbls.	gal. 2.75	3.00	Mercury Bichloride, kegs	lb. .05	.06
Complete Denat., No. 3, drums ext. gal.	lb. .43	.45	Naphthalene, ref. flakes, bbls.	lb. .09	.12
Alum, potash, lump, lb.	lb. .02½	.03½	Nitrobenzene (Myrbane) drums	lb. .17	.20
Ammonia Water, 26 deg., drums wks.	lb. .03½	.04	Paradichlorobenzene, bbls.	lb. .40	.42
Ammonium Carbonate, tech., bbls.	lb. .08½	.13	Paraformaldehyde, cases	lb. .04	.09
Bay Rum, Porto Rico, denat., bbls.	gal. .85	.90	Petrolatum, bbls. (as to color)	lb. .15	.16
St. Thomas, bbls.	gal. .85	.90	Phenol, (Carbolic Acid), drums	lb. .70	.72
Domestic, bbls.	lb. .70	.80	Pine Oil, bbls.	gal. 10.15	10.30
Benzaldehyde, U. S. P.	lb. 1.15	1.25	Potash, Caustic, drums	lb. .07½	.07½
Technical	lb. .60	.65	Potassium Bichromate, sasks	lb. .08½	.09
Bleaching Powder, drums	ton 2.00	2.50	Pumice Stone, powd.	100 lb. 2.00	3.00
Borax, pd., cryst., bbls., kgs.	lb. .04½	.05	Rosins (600 lb. bbls, gross for net)—		
Carbon Bisulphide, drums	lb. .05	.06	Grade B to H, basis 280 lb.	lb. 9.70	10.00
Carbon Tetrachloride	lb. .06½	.07½	Grade K to N	lb. 11.10	11.90
Caustic, <i>see</i> Soda Caustic, Potash Caustic			Grade WG and WW	lb. —	7.50
China Clay, filler	ton 15.00	30.00	Rotten Stone, powd., bbls.	lb. .02½	.05
Cresol, U. S. P., drums	lb. .14	.17	Silica, Ref., floated	ton 20.00	30.00
Creosote Oil, drums	gal. .14	.17	Soda Ash, Contract, wks., bags	100 lb. 1.38	1.50
Formaldehyde, bbls.	gal. .08	.09	Five bbls., up, local	100 lb. 2.29	2.50
Fullers Earth, bags	lb. .01½	.02	Soap, Mottled 40 lb. box	lb. .15	.18
			Powdered White, U. S. P.	lb. .29	.30
			Green, U. S. P.	lb. .07	.07½

free flowing

T. S. P.

Free flowing trisodium phosphate is simply a description of *Victor* trisodium phosphate. This product is not only well known for its free flowing characteristics, but for its brilliant, white, uniform crystals, and the excellent service given to buyers from warehouses located at central points. Address your trisodium phosphate inquiries to *Victor*.

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Palm Kernel Oil

Average Analysis
f.f.a. - 3.60
2.5 red - 30 yellow

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in
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Soda Caustic, Contract, wks. sld., 100 lb.	2.90	3.10	Lard Oil, edible prime	lb.	—	.16 ¹ ₄
Five drums up, solid, local	3.66	3.80	Extra, bbls.	lb.	—	.12 ¹ ₂
Five drums up, grnd, flk.	4.31	4.55	Extra, No. 1 bbls.	lb.	—	.12 ¹ ₄
Soda Sal, bbls.	.90	1.00	No. 2, bbls.	lb.	—	.11 ¹ ₄
Soda, Sesquicarbonate, bbls.	1.00 lb.	1.00	Linseed, raw, bbls, spot	lb.	.09 ¹ ₈	.10
Sodium Chloride (Salt)	ton	13.00	Tanks, raw	lb.	.09	.09 ¹ ₄
Sodium Fluoride, bbls.	lb.	.07 ¹ ₈	Boiled, 5 bbl. lots	lb.	—	.11 ¹ ₄
Sodium Hydrosulphite, bbls.	lb.	.26	Menhaden, Crude, tanks, Balt.	gal.	.41	.42 ¹ ₂
Sodium Phosphate, bbls.	lb.	.04	Light pressed, bbls.	gal.	.62	.63
(Trisodium phosphate)			Yellow, bleached, bbls.	lb.	.65	.66
Sodium Silicate, 40 deg., drum	100 lb.	.75	Extra bleached, bbls.	gal.	.67	.68
Drums, 60 deg., wks.	100 lb.	1.65	Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.13 ¹ ₄
In tanks, 10c less per hundred works.			No. 2, bbl., N. Y.	lb.	—	.12 ¹ ₂
Tar Acid Oils, 15-25%	gal.	.26	No. 3, bbls., N. Y.	lb.	—	.11 ¹ ₄
Zinc Stearate, bbls.	lb.	.18	Olive, denatured, bbls., N. Y.	gal.	1.25	1.30
			Shipments	gal.	1.15	1.20
			Foots, bbls., N. Y.	lb.	—	.10
			Shipments	lb.	.09 ¹ ₂	.09 ¹ ₄
Oils—Fats—Greases			Palm, Lagos, casks spot	lb.	—	.08
Castor, No. 1, bbls.	lb.	14 ¹ ₄	Shipments	lb.	—	.07 ¹ ₄
No. 3, bbls.	lb.	13 ³ ₄	Niger casks, spot	lb.	.07 ¹ ₄	.07 ¹ ₈
Coconut, tanks, N. Y.	lb.	—	Shipments	lb.	—	.07 ¹ ₈
Tanks, Coast	lb.	.08 ¹ ₂	Palm Kernel, pkgs.	lb.	.09 ¹ ₂	.10
Fatty acids, mill, tanks	lb.	—	Tank cars	lb.	—	.08 ¹ ₂
Cod, Newfoundland, bbls.	gal.	.67	Peanut, refined, bbls., N. Y.	lb.	—	.13 ¹ ₂
Copra, bags, Coast	lb.	—	Crude, bbls., N. Y.	lb.	—	.12
Corn, tank, mills	lb.	—	Red Oil, distilled, bbls.	lb.	.09 ¹ ₂	.10 ¹ ₄
Bbls., N. Y.	lb.	.09 ¹ ₂	Saponified, bbls.	lb.	.10	.10 ¹ ₂
Fatty acid	lb.	—	Tanks	lb.	—	.09
Cottonseed, crude, tanks mill	lb.	.08 ¹ ₈	Soya Bean, crude fks., Pacific Coast	lb.	.09 ¹ ₈	.09 ¹ ₆
PSY	lb.	.10 ¹ ₄	Crude, bbls., N. Y.	lb.	.12 ¹ ₄	.12 ¹ ₂
Fatty Acids, mill, bbls.	lb.	—	Refined, bbls., N. Y.	lb.	.13 ¹ ₄	.13 ¹ ₂
Degras, Amer., bbls.	lb.	.04 ¹ ₂	Stearic Acid			
English, bbls.	lb.	.05 ¹ ₃	Double Pressed	lb.	.11 ¹ ₂	.12 ¹ ₄
German, bbls.	lb.	.04	Triple pressed, bgs.	lb.	.13 ¹ ₂	.14 ¹ ₄
Neutral, bbls.	lb.	.07 ¹ ₈	Stearine oleo, bbls.	lb.	.09 ¹ ₂	.10
Greases, choice white, bbls., N. Y.	lb.	.07 ¹ ₂	Tallow, fancy, f. o. b. plant	lb.	.08 ¹ ₄	.08 ¹ ₆
Yellow	lb.	—	City, extra loose, f. o. b. plant	lb.	—	.08 ¹ ₄
Brown	lb.	—	Tallow oils, acidless, tanks, N. Y.	lb.	—	.11 ¹ ₂
House	lb.	—	Bbls., c/l, N. Y.	lb.	—	.11 ¹ ₄
Bone Naphtha	lb.	—	Whale, nat. winter, bbls., N. Y.	lb.	—	.78
Lard, prime steam, tierces	lb.	—	Blchd., winter, bbls., N. Y.	gal.	—	.80
Compound tierces	lb.	—	Extra blchd., bbls., N. Y.	gal.	—	.82

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Refined Soft Soap Oil

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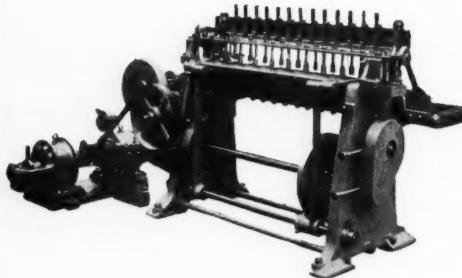
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Automatic Bar and Cake Cutter

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Cuts per minute, up to 22 bars of 31 $\frac{1}{2}$ " length each and up to 2 $\frac{3}{8}$ " cross section, in cakes of uniform size from 1" length upwards, the quantity depending upon the output of the plodder.

An electro-magnetic contact operates the cutting device at a slight touch of the bar with a minimum of force, thus avoiding any damage to the soap.

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Saves you 30% to 50%.
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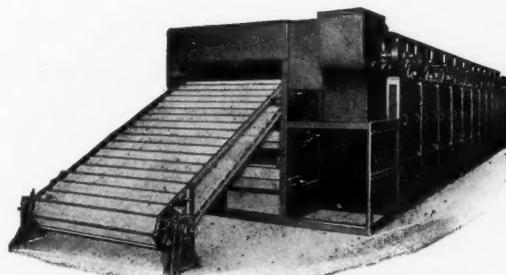
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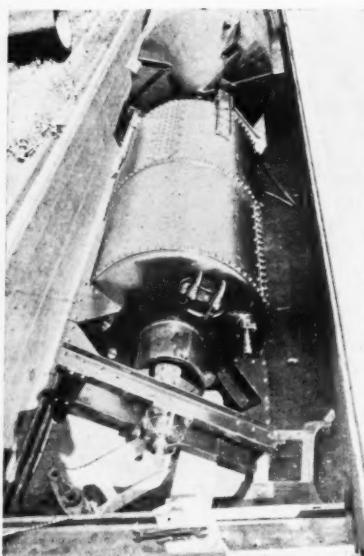
Almond, Bitter, U. S. P.	lb.	2.75	3.25	Lemon, Ital., U. S. P.	lb.	3.40	3.75
Bitter, F. F. P. A.	lb.	3.00	3.75	Lemongrass, native, cans	lb.	.90	1.00
Sweet, cans	lb.	.70	.75	Linaloe, Mex., cases	lb.	2.25	2.40
Apricot, Kernel, cans	lb.	.46	.50	Neroli, Artificial	lb.	10.00	20.00
Ansé, cans	lb.	.54	.56	Nutmeg, U. S. P., tins	lb.	1.65	1.70
U. S. P., cans	lb.	.58	.60	Orange, Sweet, W. Ind., tins	lb.	8.00	9.00
Bay, tins	lb.	1.75	1.90	Italian, cop.	lb.	9.00	10.00
Bergamot, coppers	lb.	5.00	5.50	Distilled	lb.	7.50	8.50
Artificial	lb.	2.50	3.50	Origanum, cans tech.	lb.	.25	.28
Birch Tar, rect., hot.	lb.	.50	.55	Patchouli	lb.	6.00	7.00
Crude, tins	lb.	.13	.14	Pennyroyal, dom.	lb.	1.90	2.00
Bois de Rose, tins	lb.	1.75	2.40	Imported	lb.	1.30	1.35
Cade, cans	lb.	.26	.28	Peppermint, nat. cases	lb.	3.20	3.30
Cajuput, native, tins	lb.	.75	.80	Refis, U. S. P., cases	lb.	3.40	3.50
Calamus, bot.	lb.	3.25	3.50	Petit Grain, S. A., tins	lb.	1.60	1.70
Camphor, Sassy, drums	lb.	.15 1/2	.16	Pinus Sylvesteris	lb.	.85	1.25
White, drums	lb.	.10	.11	Pumilio, U. S. P.	lb.	2.25	2.50
Cananga, native, tins	lb.	3.25	3.35	Rose, French	oz.	9.50	10.00
Rectified, tins	lb.	3.75	4.00	Bulgarian	oz.	10.00	11.00
Caraway Seed	lb.	1.75	1.80	Artificial	oz.	2.00	2.75
Cassia, 80-85%	lb.	—	—	Rosemary, U. S. P., drums	lb.	.45	.50
Redistilled, U. S. P., cans	lb.	2.75	3.00	Tech., lb. tins	lb.	.30	.33
Cedar Leaf, tins	lb.	1.15	1.25	Sandalwood, E. Ind., U. S. P.	lb.	7.00	7.25
Cedar Wood, light, drums	lb.	.25	.27	W. Indian (Amayris)	lb.	2.25	2.40
Citronella, Ceylon, drums	lb.	.44	.45	Sassafras, U. S. P.	lb.	.80	1.00
Java, drums	lb.	.48	.50	Artificial	lb.	.27	.28
Cloves, U. S. P., cans	lb.	1.70	1.85	Spearmint, U. S. P.	lb.	4.25	4.50
Copaiba	lb.	.65	.70	Spruce	lb.	.95	1.05
Eucalyptus, Austl., U. S. P., cans	lb.	.57	.59	Thyme, red, U. S. P.	lb.	.75	.80
Fennel, U. S. P., tins	lb.	.80	.90	White, U. S. P.	lb.	.95	1.00
Geranium, African, cans	lb.	3.50	3.75	Tech.	lb.	.60	.70
Bourbon, tins	lb.	4.50	4.75	Vetivert, Bourbon	lb.	6.00	9.00
Hemlock, tins	lb.	.95	1.05	Java	lb.	20.00	22.00
Lavender, U. S. P., tins	lb.	3.00	4.00	Ylang Ylang, Bourbon	lb.	9.00	12.00
Spice, Spanish, cans	lb.	.90	1.25				

On drying Soap

NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Shelf Swing Conveyor progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.
GRANITEVILLE MASSACHUSETTS



A bird's eye view of one car of a shipment of Garrigue Oil Hydrogenation Equipment.

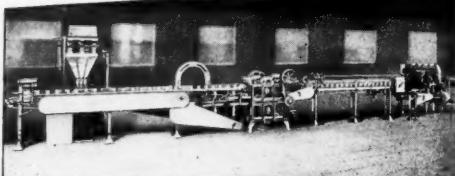
GARRIGUE Oil Hydrogenation Plants utilize a process well known in this country for its simplicity of operation and consistent production. The equipment is well designed and built, under our supervision, in shops specializing in work of this kind. Maintenance costs are therefore reduced to a minimum. We are also in a position to furnish the necessary equipment for hydrogen gas production and oil pretreatment where this is required.

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Fatty Acid Distillation Oil Refining
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Net Weight Scale, Combination Top and Bottom Sealer and Wax Wrapper.



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UNITS of JOHNSON Automatic Packaging Machinery are so designed and built that they may be used in combination with other

THE 10 Point Line

- 1 Fitted to Your Plant Requirements!
- 2 All Parts Made in Our Own Plant
- 3 Modern Design, and Constantly Kept So
- 4 Same day shipment of your parts and orders.
- 5 Speed with Accuracy, Safety & Efficiency!
- 6 Progressive, Straight Line YET Flexible Packaging!
- 7
- 8
- 9
- 10

JOHNSON units for progressive or straight line packaging. This combination of units is graphically illustrated above.

This plan provides for rational organization and expansion as needed, while allowing great flexibility in the use of few or many JOHNSON Units.

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Anethol
Citrat
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Eugenol
Geraniol
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Linalool
Rhodinol
Safrol
Thymol,

Acetophenone
Benzaldehyde
Benzyl Alcohol
Benzoin
Cinnamaldehyde
Cinnamyl Alcohol
Citronellol
Coumarin
Diphenylamine
Geranyl Geranyl
Heliotropin
Hydroxy Indol
Indole
Ionone
Linalyl Alcohol
Menthol
Methyl Anthranilate
Paracetamol
Salicylic Acid

Aromatic Chemicals**ISOLATES**

Anethol	lb.	1.10	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	3.25	3.50
Eucalyptol, U. S. P.	lb.	.95	1.00
Eugenol, U. S. P.		2.50	3.00
Geraniol, Domestic Imported	lb.	1.50 2.00	2.00 5.00
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	3.00	5.00
Rhodinol	lb.	7.00	10.00
Safrol	lb.	.28	.30
Thymol, U. S. P.	lb.	2.50	2.65

SYNTHETICS

Acetophenone, C. P.	lb.	3.00	3.75
Benzaldehyde, tech.	lb.	.60	.65
Benzyl Acetate	lb.	1.05	1.35
Alcohol	lb.	1.00	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	4.00	5.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	.90	1.00
Geranyl Acetate	lb.	2.75	3.50
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	5.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	4.20	4.40
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.25	3.00
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.45

Mirbane, rect.	lb.	.10	.12
Musk Ambrette	lb.	6.00	7.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.25	2.75
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.50	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.00	1.25
Terpineol, CP, 1,000 lb. drs.	lb.	.34	.36
Cans	lb.	.36	.38
Vanillin, U. S. P.	lb.	6.75	7.50
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.36	.42
Concentrated Extract	gal.	2.75	3.00
Gums—			
Arabic, Amb. Sts.	lb.	.12	.13
White, powdered	lb.	.20	.23
Karakanth, Aleppo, No. 1	lb.	.11	.15
Sorts	lb.	1.55	1.65
Turkish, No. 1	lb.	.50	.60
Waxes—			
Bayberry, bgs.	lb.	.31	.33
Bees, white	lb.	.53	.56
Africar, bgs.	lb.	.38	.40
Refined, yel.	lb.	.42	.44
Candelilla, bgs.	lb.	.24	.26
Carnauba, No. 1	lb.	.57	.58
No. 2, Yel.	lb.	.51	.52
No. 3, Chalky	lb.	.31	.32
Japan, cases	lb.	.18	.19
Paraffin, ref. 125-130	lb.	.05	.06
Pine Oil, stm. dist.	gal.	.70	.72
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

*An inexpensive perfume for
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We manufacture equipment especially suitable for liquid soap manufacture. Besides supplying the necessary machinery, our service includes advice as to the best manufacturing method, individual cases of course requiring distinct suggestions. Consult us before you fit up a liquid soap plant. Tell us what output you expect to start with and complete plant details, together with equipment costs, will be furnished promptly.

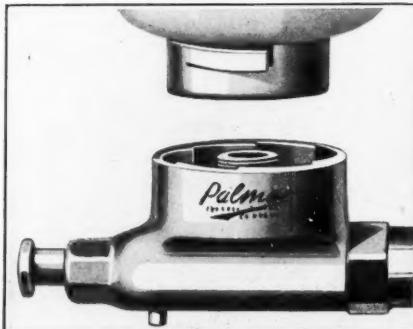
If you are now making liquid soap, and do not believe your product or your production is just what it ought to be, communicate with us. If we can't make your plant turn out satisfactory goods in ample quantity nobody can. Being specialists in the manufacture of equipment used in making all kinds of soap, liquid soap presents no unusual problem to us. When you need help call on America's premier soap machinery house.

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SOAP MACHINERY

Liquid Soap Dispensers with a *New Bowl Replacement Feature*

Broken bowls easily replaced without cement, or sending the parts to the factory. Brackets need not be taken from wall.



Bowls are as securely attached to bracket as if cemented and cannot be removed unless broken.

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A Style for Every Requirement — Fully Guaranteed.
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Janitor - Sanitary

Send for
Complete
Catalog

Say you saw it in SOAP!

Essential Oil Outlook

(Continued From Page 29)

in this respect is certain until September. The prices on spot range all the way from \$3.00 a pound up to \$5.50 with most offers being oils in the lower half of the price range. There does not seem to be any overabundance of oils selling, for example from \$4.50 up, and as a consequence, the higher grades of oil seem to be commanding proportionately higher prices at this time.

Sandalwood Steady

OF COURSE, sandalwood oil is a closely controlled product. The Mysore Government in India has maintained a policy of steady prices which has dictated prices to a great extent in the American market. The consumption of sandalwood in soaps and toilet goods has shown a marked expansion during the past year, owing to the greater popularity of a number of Oriental odors of which sandalwood is the key note. The price of oil as held to-day by the Mysore Government, is, according to European advices, well below that justified by the price of the wood in India.

Ylang May Effect Cananga

CANANGA oil has been quiet and easy for some time, but a shortage of Bourbon ylang, analogous to the situation in geranium,

is likely to bring out higher prices later this year. Invariably a high price for ylang oil throws a good proportion of demand over to cananga, especially for soap oil uses, with a consequent upward move in cananga. This oil will bear watching as history is likely to repeat itself here.

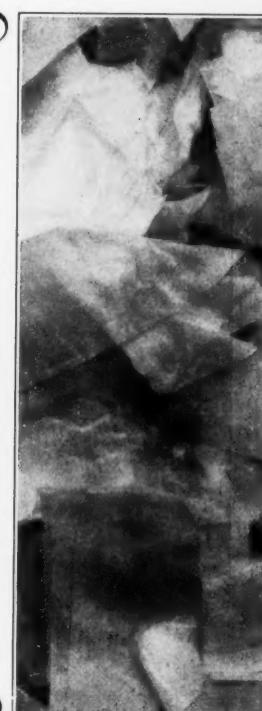
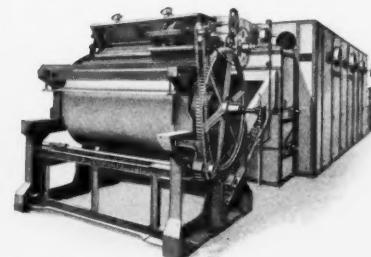
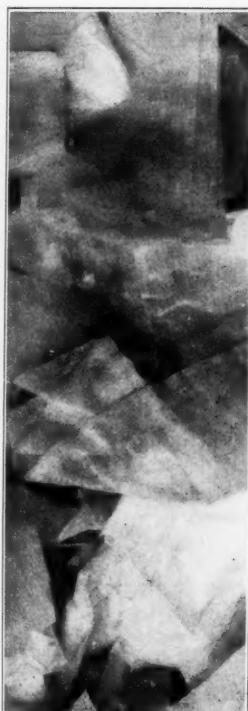
Bleaching Tallow

(From Page 33)

on the S. A. F. E. process, we would have bleached 40,000 pounds of tallow at 36 red $5\frac{1}{4}$ inch column Lavibond color scale down to a bleached color of 2 red in the same units using only

$$\frac{40,000 (36-2)}{X} = 190 \times 25.05$$

Solving for x , 1430 pounds of fullers earth or $3\frac{1}{2}$ percent of earth on the basis of the charge bleached. Thus we see that every bleaching plant in the country which is bleaching tallow down to its final color in a single bleach is using but 25 to 30 percent of the potential value of fullers earth as a bleaching medium. In other words, they are using three to four times as much fullers earth as is necessary to accomplish the results desired and as a

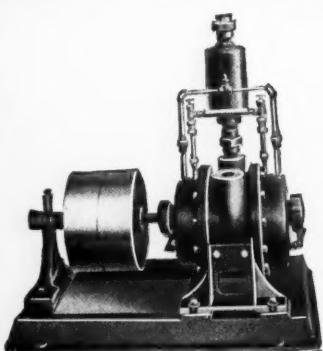


THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
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The users of CROWELL machines have been their best salesmen for over forty years.

Efficiency, durability and workmanship—this has always been the CROWELL standard.

Made in ten standard sizes—2 to 400 cu. ft. per minute.

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**Rotary Air Compressors, Vacuum Pumps
and Positive Pressure Blowers — Patented**

Being Simple in Design, and Positive in Action, they are Highly Recommended in the manufacture of SOAPS, and ESSENTIAL OILS for Agitating purposes, FILTERING, BOTTLE FILLING, LABELING and all other Purposes when HIGH VACUUM is required or PRESURES up to 30 Lbs.



Type "D"—with Motor Drive and Automatic Control

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OLIVE OIL FOOTS	CAUSTIC POTASH
EMPTY DRUMS	OLIVE OIL
FATS, GREASES AND OILS	

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Caustic Soda Soda Ash

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EMIL FOG & FIGLI
MESSINA ITALY
Essential Oils

result of this have a press cake tallow loss three to four times as great as is necessary. Since this tallow press cake loss is the biggest single item of expense in bleaching tallow with fullers earth, the cost of single bleaching on low grade stocks very rapidly becomes all out of proportion to the results achieved. In this process of counter current bleaching, this is one extremely important point which cannot be overlooked as to do so will completely wreck the whole thing before it is even started. All the presses used in bleaching by this process with the exception of the press where the earth is rejected from the process, absolutely *must not* be blown out with live steam. In this process to blow the presses with the live steam as is usually done in bleaching, wets the fullers earth to such an extent that it is made worse than useless as a bleaching medium. The presses are blown with washed, filtered, compressed and superheated flue gas or carbon dioxide. This, by the way, has apparently up to the present time been the mechanical stumbling block in counter current bleaching.

In his next and final article the writer will consider the control of the bleaching operation.

Essential oils shipped to Mexico which prior to July 1 were dutiable at 50¢ Mexican per kilo, are now admitted free of duty.

Colgate-Palmolive Merge

Colgate & Co. and the Palmolive-Peet Co. have agreed upon a plan of merging the two organizations, the merger to be effective as of July 1, 1928, if approval of stockholders of both companies is obtained, it was announced July 12 at the offices of Colgate & Co. The new company, if the merger be effected, will be named the Colgate-Palmolive-Peet Co., it was announced, and will unite three of the oldest soap businesses in the United States. The sales of the three companies for 1927 were officially reported as approximately \$100,000,000.

Colgate was founded in 1806 and Palmolive in 1864. Peet Bros. was founded in 1872 and merged with the Palmolive Co. Jan. 1, 1927. As a result of the merger, if it be consummated, the new company will have large manufacturing units at Jersey City, Milwaukee, Wis.; Chicago, Jeffersonville, Ind.; Kansas City, Kans.; Berkeley, Cal., and Portland, Ore. Manufacturing operations are carried on also in many foreign countries. The dates of meetings of stockholders of the companies for consideration of the merger plan were not announced.

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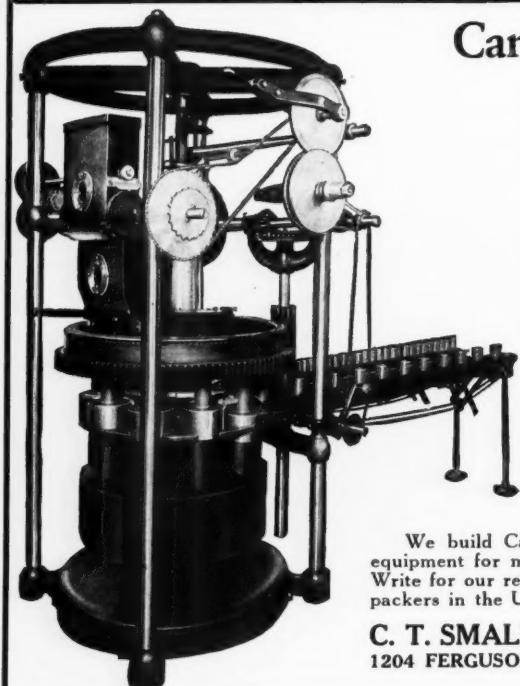
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HERE are products which sell better because they are better. Absolute uniformity, high quality—at prices which are right in line. These are products you can sell because of unusual merit, and on which you can build repeat orders.

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Can and Package Filler Automatic

Description—Fills Soap Powder Cleansers, Insecticides, Soap Paste, etc. Takes square or round cans when fitted with proper attachments.

Range—Adapted to cartons and bags and tin or paper cans from 1" high, 1" dia. to 10" high, 6" dia.

Equipment—Equipped for one size of package only, extra attachments furnished as required. Can be adapted to fill paste, powder or chip soap.

Speed—100 or more cans per minute, depending on size of can and nature of product. Will pack materials as tight or loose as desired.

Guarantee—Will fill 98% of all good containers with mean variation of $\frac{1}{8}$ ounce per pound or less.

Horse Power—2 Horse Power, 240 r.p.m. belt or motor driven as required.

*Do it automatically - Increase production
Cut overhead - Reduce labor cost*

We build Cappers, Sealers, Tube Winders, furnish all equipment for making tin and paper cans, cartons or bags. Write for our references. They include many of the largest packers in the United States.

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Since the very beginning of the Dispenser industry, the name of BOBRICK has been identified with the development of soap dispensers. While we have specialized on Liquid Soap Dispensers, we have for some time foreseen the need of a good POWDERED SOAP DISPENSER.

After investigating the field thoroughly and making many experiments ourselves, we found that there were certain very definite underlying principles that must be incorporated in a Powdered Soap Dispenser if it is to dispense soap properly.

These very important principles are fully covered by the claims that have been allowed by the United States Patent Office to the J & W Powdered Soap Dispenser.

Thousands are in use giving satisfactory service. For information, address all inquiries to our Los Angeles Factory, 111-117 Garey Street, Los Angeles, California.



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Powdered Soap
Dispenser

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NEW YORK CITY

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New Books

THE INDUSTRIAL CHEMISTRY of the FATS and WAXES by T. P. Hilditch, Campbell Brown Professor of Industrial Chemistry (Oils, fats, waxes) at the Univ. of Liverpool. 461 pages. Published by D. Van Nostrand & Co., New York. A summary of fats, oils, waxes, their occurrence, manufacture, chemical structure, refining, extraction, etc. well covered in a single volume. Chapters on hydrogenation, fat splitting, edible fats and margarines, lard substitutes, rancidity. About 100 pages of the book are given over to soap manufacture, chemistry of soaps, household, toilet, industrial soaps and soap specialties, production, distillation and refining of glycerin. Also oils and waxes in paints, lubricants, and leather, and sulfonated oils and wool oils. A helpful volume in any soap plant laboratory.

CHEMICAL ENCYCLOPAEDIA by C. T. Kingzett, one of the original founders of the Institute of Chemistry, London. Fourth Edition, 807 pages. Published by D. Van Nostrand & Co., New York. (American Edition.) A very complete encyclopedia of chemical, oil, fat, biological, etc. products and terms. Covers occurrence, manufacture, composition, grades, uses of products listed. "An epitomized digest of chemistry and its industrial applications" is the manner it is described by the author. Well printed in clear, readable type with black face listing of product names. A handy reference book for office or laboratory.

YOUR MONEY'S WORTH by Stuart Chase and F. J. Schlink. 285 pages. Published by Macmillan Company, New York. The authors are two former Government employees who undertake in the book to expose the "quackery" of various businesses. They show that most everything from fly sprays to yeast costs but a fraction of a cent per ton or so to manufacture and sell at fabulous prices. How anybody selling a standard trade-marked proprietary item can keep from voluntarily giving themselves up to the nearest sheriff after reading this book, is something to marvel at. If you think that you are an honest business man, get a copy of "Your Money's Worth" and convince yourself that you should be in jail, especially if you make disinfectants, insecticides, etc.

An exhibition of soap carving in which there were four thousand entries was held recently at the Anderson Galleries, New York, and sponsored by the Procter & Gamble Co. First prize in the professional group was won by Margaret Postgate of Brooklyn, N.Y. This is the fourth annual exhibition sponsored by P & G.

Attempted maintenance of resale prices of a dental cream by a manufacturer was the subject of stipulation No. 223, issued by the Federal Trade Commission. The manufacturer agreed to cease dictating resale prices by various methods.

Imported Chlorophyll

We are pleased to announce that we can supply a suitable type of Imported Chlorophyll to meet every requirement of the Soap Manufacturer.

Oil Soluble—for bleaching yellowish oils and soaps, and coloring vegetable oils such as cottonseed, linseed and olive oils, and for mineral oils, wax preparations, candles and petrolatum.

Alcohol Soluble—suitable for preparations testing more than 70% by volume of alcohol.

Water and Alcohol Soluble—suitable for preparations of water and alcohol testing less than 70% by volume of alcohol.

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PURIT is not a "shotgun prescription" for all decolorizing ills, indiscriminately, but is made in various grades to exactly meet the demands of different industries—and each grade is always uniform in quality.

HIGH DECOLORIZING POWER — HIGH DENSITY — EASY FILTERING — HIGH IN CARBON—LOW IN ASH—LOWEST IN "OIL RETENTION"

SPECIAL HIGHLY PURIFIED, GRADES FOR C. P. GLYCERINE AND OTHER WORK REQUIRING A CARBON OF THIS QUALITY.

LET US KNOW WHAT YOUR PROBLEM IS

We shall be glad to suggest the proper grade of PURIT for your needs—send you a sample—and quote prices which will be a pleasant surprise.

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INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.
Harry W. Cole, Holbrook, Mass., Secretary.

Looking Back on the Chicago Meeting

*Odds and Ends About the June Midsummer Meeting
of the Insecticide & Disinfectant Mfrs. Association*

AS THE meeting in Chicago on June 4, 5 and 6 was primarily to discuss the subject of the standardization of household insecticides and disinfectants, the initial papers on each subject which were delivered by Dr. Robert C. White of Philadelphia on insecticides and that which was read for Dr. William Dreyfus of West Disinfecting, who was in Europe, on disinfectant testing, are published in this issue.

Through the courtesy of Dr. Peet, the results of his entire entomological research which covered methods of breeding insects and standardized methods of testing household insecticides, which was covered in his series of papers at the Chicago meeting, will be made available for members of the Association immediately the official transcript of the meeting reporter is available. This will be set in type and galley proofs will be sent out from the Secretary's office to the membership. As soon as a publication release is secured from Dr. Peet, the full paper will be published in SOAP.

At the midsummer banquet on Tuesday evening, June 5, Dr. R. C. White's address which was made up of a series of short comments on various people and conditions in the insecticide and disinfectant industries, was one of the most clever things of its kind we have heard in a long time. A gentleman (?) (unnamed) stole Dr. White's notes and sent them to us. (Now, you know where they are, Doc.) We would like to publish them, but trade papers must also bend backwards in their attempts to be ethical and all that, and furthermore, we

deliver our paper through the U. S. mails. (P. S. It is reported that Evans Stone had also a series of quips for which he is famous, ready to deliver. After Dr. White's line was finished, there was nothing for him to do, but change gears. We would like to have heard his "pithy comments" as well.)

The arrangements for the Chicago meeting were taken care of by S. Glenn Scott of the Williams Sealing Corp. As a consequence, everything was ready when and where it was needed. About 120 people attended the theatre party without a mistake in tickets or seats. The banquet was perhaps the best the Association has ever held and it started on time, as the "Swallow Club" discovered when they stormed in about a half hour late. This man Scott is a convention expert. President Hamilton and Secretary Cole were strong in their praise when the meeting ended.

The Association has a membership of 99 firms, and exactly 99 people signed the register in Chicago. The following were those who registered during the meeting:

Evans E. A. Stone, New York, Stanco, Inc.; Robert C. White, Philadelphia, Pa., Robt. C. White Co.; H. C. Morris, Wilmington, Del., Hercules Powder Co.; J. L. Brenn, Huntington, Ind., Huntington Lab., Inc.; John Powell, New York, John Powell & Co., Inc.; Peter Dougan, Rahway, N. J., Merck & Co.; J. S. Bell, Pittsburgh, Pa., American Tar Products Co.; Dr. V. Sanchelli, Pittsburgh, Pa., American Tar Products Co.; J. G. Hamming, Chicago, Ill., Standard Oil Co. of Ind.; Wallace Thomas, Pittsburgh, Pa., Gulf Refining Co.; S. L. Buschman, New York, Metal Package Corp.; S. Cal Cooling, Baltimore, Md., Metal Package Corp.; C. H. Peet, Bristol, Pa., Rohm & Haas; W. J.

Andree, New York, Sinclair Refining Co.; W. L. Filmer, Chicago, Ill., Monsanto Chemical Wks.; Burton G. Philbrick, Boston, Mass., Skinner, Sherman & Esselen, Inc.; H. W. Hamilton, East Orange, N. J., The White Tar Co.; Harry J. Hammond, Milwaukee, Wis., W. P. Hammond & Son, Inc.; Ira P. MacNair, New York, MacNair-Dorland Co.; Fred Hoyt, Atlanta, Ga., Frederick Disinfectant Co.; H. H. Cook, Elizabeth, N. J., Stance, Inc.; E. Klarmann, Bloomfield, N. J., Lehn & Fink, Inc.; R. E. Sturhahn, St. Louis, Mo., Monsanto Chemical Wks.; O. L. Williams, New York, Williams Sealing Corp.; N. J. Gothard, Chicago, Ill., Sinclair Refining Co.; Wm. Castonguay, Detroit, Mich., Edgar A. Murray Co.; Harry W. Cole, Holbrook, Mass., Baird & McGuire; James Varley, St. Louis, Mo., Baird & McGuire; H. H. Suddard, Chicago, Ill., The American Cyanamid Co.; L. E. Swenson, Chicago, Ill., The American Cyanamid Co.; Preston Heller, Chicago, Ill., B. Heller & Co.; F. A. Cuff, Chicago, Ill., Hudson Mfg. Co.

F. W. Foreman, Toledo, O., Toledo Rex Spray Co.; F. M. Sieg, Chicago, Ill., Enoz Chemical Co.; E. B. Mower, Baltimore, Md., Tin Decorating Co.; Robert J. Jordan, Brooklyn, N. Y., W. E. Jordan & Bro.; R. G. Rennen, Chicago, Ill., West Disinfecting Co.; A. J. Marcuse, New York, West Disinfect Co.; G. F. Reddish, Chevy Chase, Md., Dept. of Agriculture; R. L. Tripp, Pacific Coast Rep., The White Tar Co.; H. L. Dolge, Westport, Conn., Dolge Co.; Alfred Richter, St. Louis, Mo., St. Louis Janitor Supply Co.; Eric C. Kunz, New York, Givaudan-Delawanna, Inc.; J. H. Carpenter, New York, Tar Acid Refining Corp.; S. G. Scott, Chicago, Williams Sealing Corp.; John Glassford, Baltimore, Md., McCormick & Co.; A. O. Ponder, Montreal, Can., Dominion Tar & Chemical Co., Ltd.; A. Y. Stokes, Baltimore, Md., McCormick & Co.; C. C. McDonnell, Washington, D. C., Dept. of Agriculture; W. S. Abbott, Washington, D. C., Dept. of Agriculture; M. D. Chamberlain, Providence, R. I., Tar Products Corp.; G. A. Cammerer, Chicago, Magnus, Mabee & Reynard Co., Inc.; A. A. Breuer, Chicago, Breuer Electric Mfg. Co.; J. W. Stokes, Chicago, Breuer Electric Mfg. Co.; Harry Ahles, Chicago, John Powell & Co.; J. W. Wizeman, Washington, D. C., Bureau of Foreign Domestic Commerce; F. J. Pollnow, Salem, Mass., Vestal Chemical Co.; L. A. Himebaugh, New York, Pease Laboratories; J. A. Cavanagh, Midland, Mich., Dow Chemical Co.; Geo. A. Williams, Decatur, Ill., Williams Sealing Corp.; R. V. Bradley, Philadelphia, Williams Sealing Corp.; Dr. B. T. Woodward, New York, H. Clay Glover Co.

Edgar A. Murray, Detroit, Edgar A. Murray Co.; R. Wegener, Milwaukee, Standard Tar Products Co.; V. W. Mider, Greenville, O., U. S. Chemical; Dudley F. Lum, Chicago, Givaudan-Delawanna, Inc.; J. M. Schantz, Wilmington, Del., Hercules Powder Co.; W. A. King, Chicago, Standard Oil Co. of Ind.; C. L. Drum, Chicago, Illinois Glass Co.; H. A. Shaw, Norfolk Downs, Mass., Pneumatic Scale Corp.; A. T. Buskens, Chicago, Pneumatic Scale Corp.; J. C. Helbach, Chicago, Container Corp. of America; S. Gunness, Chicago, Shaffer Oil Refining Co.; Scott R. Johnson, Chicago, Continental Can Co.; C. A. Seguin, Chicago, C. A. Seguin Co.; C. M. Black, Chicago, Ill., S. B. Penick Co.; Henry W. Weber, Chicago, Heyden Chemical Corp.; Grant A. Dorland, New York, MacNair-Dorland Co.; Leslie Hart, Chicago, Insecticide Chemist, U. S. Food, Drug & Insecti-

cide Administration; C. D. Van Dyne, Sedalia, Mo., American Disinfecting Co.; J. H. Haywood, St. Louis, Mo., Baird & McGuire, Inc.; L. J. Freudt, Chicago, American Can Co.; J. A. Scott, Chicago, Merck & Co.; R. H. Dhoneau, Cincinnati, Karl Kiefer Machine Co.; T. C. Kelly, Chicago, Karl Kiefer Machine Co.; E. H. Hillman, Chicago, Standard Oil Co.; T. R. Robertson, Chicago, Theo. B. Robertson Products Co.; A. Srebren, Chicago, A. Srebren & Co.; H. W. Kochs, Chicago, Diversey Mfg. Co.; J. Frederick Palmer, Milwaukee, Wis., Palmer Products, Inc.; D. J. McGarry, Chicago, Enoz Chemical Co.; J. M. Gillett, Chicago, Victor Chemical Works; R. L. Woodcock, Chicago, National Air Transport, Inc.; M. H. Hopkins, Grand Rapids, Mich., The Tanglefoot Co.; J. W. Bailey, Grand Rapids, The Tanglefoot Co.; J. W. Bailey, Grand Rapids, The Tanglefoot Co.; C. R. Cleveland, Standard Oil Co. of Indiana.

Notes of the Industry

L. P. Siddons, assistant sales manager for William Cooper & Nephews, Chicago manufacturers of disinfectants and coal tar products, resigned July 1 to become general traffic manager for the Brunswick Balke Collender Co.

Charles P. McCormick, Jr., was born May 29th at Baltimore. He is the son of Charles P. McCormick of McCormick & Co. and Mrs. McCormick. Mrs. McCormick is now improving rapidly. Charles Perry, Jr. was a lusty fellow from the beginning. His father is well known in the insecticide industry and a member of the board of governors of the Insecticide & Disinfectant Manufacturers Association.

American Cyanamid Co. stockholders at a meeting July 9 authorized an increase in Class B common stock from 320,000 shares of \$20 par value to 500,000 shares of same value. Each common stockholder of record of July 16 shall be entitled to subscribe for one new share of Class B common at \$20 for each two shares of Class A or B held.

Lehn & Fink, Inc., manufacturers of Lysol, are now packing this product for distribution in California in such a manner that the retail druggist can sign a label on the bottle according to the California law without destroying the package.

Two employees of the Protexol Corp., Kenilworth, N. J. were killed and two others made seriously ill when they were overcome by gases while cleaning out a still for tar on June 26.

A Report on Insecticide Standardization

A Report of the Standardization Committee at the Chicago Meeting of the Insecticide & Disinfectant Mfrs. Assn.

BY DR. ROBERT C. WHITE, Chairman

AT THE mid-year session of your Association in 1927 the writer presented a paper entitled "Quality in Insecticides" and at your annual meeting of the same year a paper was presented by the same author entitled "Urgent need for insecticide standardization." Subsequent to those dates articles have appeared in publications by your secretary and others confirming the fact that such standardization is sadly needed. At your last annual meeting a committee for Standardization of Insecticides was appointed and in the pursuance of their duties it was thought wise to send out to those of our members, manufacturing or interested in the manufacturing of Insecticides, a small questionnaire designed primarily to open up a more or less direct contact between your Standardization Committee, and the members interested and to give us certain simple basic information which was necessary as a foundation on which we could begin some concrete work. The results while meagre, were quite illuminating, and it is safe to say that at this time we are able to present some definite facts which show that:

1—An extremely small number of our members are at the present time making any attempt whatever towards standardization

2—A still smaller number are doing this in a sufficiently intelligent manner to obtain worth while results

3—A large number of our members appear indifferent as to this matter of standardization

4—Whereas some express a willingness to accept from us a plan for standardization if it should be both simple and inexpensive.

It should be considered at this point that whereas the foregoing statements might appear to be a direct accusation of indifference on the part of our members, it is not the plan of your committee to present this report with that thought in mind, but rather to make a cold statement of facts as substantiated by ample letters on file with the chairman. In fact a

large number of the replies received showed such indifference, if not a total disregard for this matter of quality and standardization, that the chairman of your committee felt it was absolutely necessary to request the members of the committee to permit him to keep these replies in his personal files showing to them only the results obtained, without any possible means for identifying the writers of such letters.

The results are as follows:

Thirty-four letters sent out, requesting the following information

1—Do you standardize your product?
A—Do you base your standardization on the Oleo Resin, or some other content?

B—Do you base your standardizing on the killing of insects produced for this purpose?

2—Do you breed insects for test purposes, and if so what kind, and during what periods of the year?

3—How do you maintain uniform conditions for your tests made on insects?

4—Do you grant your Standardization Committee permission to quote you in subsequent reports to the Association?

Twenty-two replies received. Four claimed to make tests for standardization. Two stated that they occasionally tested their product. Two used the "Yes and No" method, giving us no information whatever. One evidently had gone to the trouble of looking up the method in vogue twenty years ago for testing insect powders. Two claimed to have their tests made outside. Eleven stated that no tests were made, and twelve answered not at all.

IF THE urgency for some form of standardization were not so great, these replies might have been considered disheartening, but with the realization of how little was known of the standardization of the Pyrethrum type insecticide, realizing, too, that on the first of this year there had been listed six thousand seventeen of these articles, practically all of which had come into being since the year 1913,

Unco Spray Odors

FOUR months is a short time in which to build up a reputation. Only that period has elapsed since the announcement of the new Ungerer line of Spray Odors but it has been long enough for them to gain wide recognition.

Insect sprays and deodorizing blocks are not easy to perfume on account of their strong and not agreeable odors but

Unco Spray Odors

have been found satisfactory, dependable, and economical for the purpose.

The line comprises a wide choice of attractive odors at varying costs but all sufficiently low in price to render them available for all kinds of sprays and deodorizing blocks. Every number in it is skilfully compounded to give the maximum of perfuming value at a minimum of expense.

Ungerer & Co.

New York

"Our Quality is Always Higher Than Our Price"

and having ascertained that certain work was already being done in Washington as regarding the quality of these insecticides it was determined that this struggle for better products should be carried on more forcefully than ever. Many letters ended with the statement that if the writers could do anything more to help in this work they would be glad to do it. This gesture, while gracious meant little, when we consider in the letter itself the writer had either given us no information, or admitted that they knew nothing about standardization. A lamentable fact is that in the few organizations who do standardize with any degree of accuracy, or intelligence it is the policy to withhold intimate information regarding their methods of standardization. Your committee has no quarrel whatever with these gentlemen. When we consider out of several thousands of these products manufactured there are perhaps a dozen manufacturers who at great effort and expense have studied the propagation of insect life, and the developing of these insects so that their resistance to insecticides may be uniform at all seasons of the year, and who have perfected themselves in testing insecticides of many kinds and quality; it is but natural to wonder why they should release for general use this hard earned information for those who are too indifferent or lacking in intelligence to even assume to seek to help themselves.

As is generally known, the writer had done some pioneer work in this direction, and that under considerable handicap, his very great appreciation may then readily be understood when Dr. Charles H. Peet of the firm of Rohm & Haas offered to assist in this work. This offer fortunately was not an idle gesture. Conferences held with Dr. Peet and Dr. Hollander of the Rohm & Haas organization and an examination of their equipment for this work showing a trained personnel and large quantities of various insects which have for some time been bred successfully throughout all the different seasons led the writer to realize that while he had been told in many conferences, and in much correspondence that standardization of the Pyrethrum type was not feasible the reverse, nevertheless, was true. To these gentlemen, therefore, is the credit for presenting to you later articles on the propagation of certain insects and some extremely valuable information regarding the testing of Insecticides.

IT IS our intention at this time to endeavor to bring you to realize that the actual killing power of the highest true Pyrethrum type insecticide which we have been able to obtain

has scarcely exceeded fifty percent. This in itself shows the greatest weakness of the product from a class viewpoint, and furthermore, it is very evident that even thoughtful manufacturers do not realize the distinction between insects paralyzed, and insects killed. Numerous packages have been purchased and tests made, and it was a curious thing to discover after checking up on the work done in two separate laboratories, over a long period of time, which laboratories had no actual knowledge of the work being done by each other that the results obtained were quite in parallel. These analyses of quality and uniform products showed over eighty percent of insects paralyzed or dead within fifteen minutes after spraying. Many products on the market show less than fifty percent, but when it can be proven that in twenty-four hour tests nearly half of these apparently dead insects returned to a normal condition, it creates a very great argument for a strong attempt for improvement in our product. Diligent inquiry leads us to believe that a very great cause for the wide difference in the quality of the various manufacturers is due to ignorance. A large part is unquestionably due to indifference, and undoubtedly a considerable part is due to mere mercenary motives. The condition is not, nor has it ever been, without parallel in other lines of products, but in the last decade we have seen industries in general, even though not under compulsion, voluntarily try to improve their products as a matter of common good business sense. It is easily understood that the small manufacturer in many cases cannot afford to employ chemists, or entomologists for this purpose, nor are the general commercial research laboratories equipped to do this work properly. This condition would readily be corrected if our members demanded laboratory service of the kind they required, but certainly every manufacturer knows when an odor is pleasant or unpleasant, and can easily determine, if he so desires, whether his product is stainless, or not; yet we have all noted products on the market which do stain materials with which they come in contact, and many which have extremely objectionable odors, yet they are invariably labeled as being totally different.

AT THIS point we might call attention to the unwise, and unethical practice of certain drug jobbers as referring to the type of concentrated extract of pyrethrum which they market. In some cases, their literature savors much of the circular of the patent medicine faker, and nostrum merchant of twenty-five

(Continued on Page 105)

MORTEX

A combined

**DISINFECTANT - THEATRE SPRAY
DEODORANT AND INSECTICIDE**

MORTEX-All in one concentrated product - MORTEX

In bulk to the trade!

MORTEX combines all of the best features of a disinfectant, deodorant, insecticide and theatre spray. We supply it to you, in bulk, in concentrated form, ready for use. Send for a sample and ask for low jobbers' price. Test it out thoroughly and you will be ready to add something really new to your line. The unusual odor will be a distinct surprise!

A. SREBREN & CO.

247 East Illinois St.,
Chicago. Illinois

Tar Acid Oil

20% 25% 30% 36%

*Naphthalene Free—
White Emulsion*

**THE DOMINION TAR & CHEMICAL CO.
LIMITED**

Sales Office: 430 Canada Cement Bldg.
Montreal Quebec

Say you saw it in SOAP!

A Report on Disinfectant Testing

Report of the Standardization Committee at the Chicago Meeting of the Insecticide & Disinfectant Mfrs. Assn.

BY DR. WILLIAM DREYFUS, *Chairman*

AS SUBJECT for the Disinfectant Section of the Standardization Committee, we wish to report our Committee finds in carrying on some further research work that when the Rideal Walker Method is used, specifying 0.5cc of culture, the quantity which our Government insists on, certain types of disinfectants give a considerably lower coefficient by that method than by the Hygienic Laboratory Phenol Coefficient Method.

As an example, investigating the type of high testing coal tar disinfectants emulsified by means of Albumen which have a fairly large sale in places where ordinary water for diluting is not available, where the water is very hard or where sea water has to be used, we found that such a disinfectant possessing a phenol coefficient of 16.7 by the Hygienic Laboratory Phenol Coefficient Method, the results on the same sample using the Rideal Walker Method (1921 Modifications) were only 15.2 and when the original Rideal Walker Method on this same product was made the coefficient was 17.

A high testing coal tar disinfectant emulsified by means of soap gave a Hygienic Laboratory Phenol Coefficient of 17.1 and using the old Rideal Walker Method the coefficient on the same sample was 20 whereas by the new Rideal Walker Method the coefficient was only 16.

A cresol disinfectant of the type of Liquor Cresolis Compositus gave a Hygienic Laboratory Phenol Coefficient of 4.5 whereas the Rideal Walker Method (1921 Modification) gives a coefficient of 5.3 on the same sample which is about three quarters of a unit higher.

This is convincing proof that there is no advantage to use the present Rideal Walker Method from a commercial talking point as that method on high testing coal tar disinfectants, either the type emulsified by Albumen or by soap, is a decided commercial disadvantage.

On products which cannot be sold under the guarantee of the Hygienic Laboratory Phenol

Coefficient Method, such as chlorine and pine oil disinfectants, on account of a ruling by Dr. Haywood a few years ago that this method based on a publication by the Public Health Service only refers to products related to phenol and in which cases the Rideal Walker Method must be used if efficiency is guaranteed, your Committee's research work has proved that the 1921 modification of the Rideal Walker Method actually gives considerably lower results than the Hygienic Laboratory Method.

As illustration, a hypochlorite solution with about 150 grams of available chlorine per liter showed a Hygienic Laboratory Phenol Coefficient of 23.40 whereas the Rideal Walker Coefficient by the modified method amounted to only 11.00, less than half.

A pine oil disinfectant which showed a Hygienic Laboratory Phenol Coefficient of 3.3 gave by the Rideal Walker (1921 modification) a coefficient of only 2.5 and by the original Rideal Walker Method a coefficient of 3.62, a little higher than the Hylab results.

This is distinct proof that the bacteriological results obtained in the laboratory by the original Rideal Walker Method were fictitiously high on disinfectants because the introduction of more culture in the new Rideal Walker test, which really means more organic matter, lowers the coefficient to a point where it really belongs.

In practical sanitation a great deal of organic matter is present everywhere and therefore it should be the aim of the manufacturers of disinfectants, marketing their products with a guaranteed bacteriological efficiency, to use a method for bacteriological testing which gives the most conservative results in the laboratory.

In view of the fact that many of the manufacturers have used the Rideal Walker Method for such a long period of time, it is going to be difficult to secure their cooperation in changing to the Hygienic Laboratory Phenol Coefficient Method. However, your Committee feels with the experience gained by research investigation within the last two years that the time has come

Paradichlorbenzene Perfumes

A COMPLETE line of perfume compounds, especially adapted for masking the harsh odor of paradichlorbenzene, has been developed in our laboratories. These odors include Carnation, Heliotrope, Lilac, New Mown Hay, Oriental, Heavy Rose, Sweet Rose, Trefle, Violet and Wisteria. All are priced at five dollars a pound, in from one to fifty pound lots, with the exception of Lilac, which sells at three fifty a pound.

Of these products, we especially recommend NEW MOWN HAY. It penetrates thoroughly into the chemical, blends perfectly, and *will not decompose*. Its perfume remains to the last. *May we submit a sample for your inspection?*

P. R. DREYER INC.
26 CLIFF STREET

NEW YORK

Sole Representative of
Grasse - **BERTRAND FRERES** - France

VANILLIN FABRIK Hamburg, Germany Aromatic Chemicals	NORD AFRICAN COMMERCIAL Alger, Africa Oil Geranium	H. RAAB & CO. Roermond, Holland Artificial Musks	PAOLO VILARDI Reggio Calabria, Italy Messina Essences
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SAPONIFIED CRESOL

Containing 50% Pure Cresol

In barrels, 1 and 5 gal. and 1 qt. cans, and 4 oz. bottles.
The Standard product for medical and institutional uses.

Cooper's Commercial Disinfectant

Coefficient 3 to 5

A superior Coal-Tar Disinfectant in two strengths. In drums and 5 gal. cans.

We will gladly submit samples and prices.



WILLIAM COOPER & NEPHEWS

1909 Clifton Ave.

Chicago, Ill.

A world-wide organization established over 70 years ago.

Say you saw it in SOAP!

when the Hygienic Laboratory Phenol Coefficient Method should be adopted for testing in marketing all coal tar products with guaranteed coefficient.

We wish to emphasize again that our recommendations at the last annual meeting of discarding the Rideal Walker Method and in its stead the Hygienic Laboratory Phenol Coefficient Method of the United States Public Health Service be adopted by all the members of the Association should be acted upon at the midsummer meeting in Chicago and as further support for this argument refer to the article published in the March issue of our official publication "SOAP" entitled "The Rideal Walker Test".

Amendments to the South African Food, Drug and Disinfectant Bill, introduced last year in the House of Assembly, have been made by a committee to which the bill was referred for investigation and hearings. It would create broader powers of enforcement and prohibit imports of disinfectants that are falsely described or that do not bear a label specifying the name of the manufacturer, full directions for use, and the names and proportion of the active ingredients. (Assistant Trade Commissioner William L. Kilcoin, Johannesburg.)

Develop New Germicide at Hopkins

A new liquid germicide known as S. T. 37 which is said to kill even the most resistant bacteria in fifteen seconds without injury to tissue, has been reported developed at the Johns Hopkins School of Hygiene and Public Health by Dr. Veader Leonard, assisted by Dr. William Feirer. The new germicide is made from a special solution of hexylresorcinol which has been known for several years and has a very high phenol coefficient. The latter compound was also developed at Hopkins. A solvent consisting of a water solution of glycerin is used and with a reduction of surface tension in the solution, a greater penetrability and more rapid germicidal action is reported.

Cresylic Imports in 1927 up 50%

Cresylic acid imports into the United States increased during 1927, when there were entered for consumption 9,136,516 pounds, valued at \$567,802, as compared with 5,702,740 pounds having a value of \$331,550 in 1926, and 2,163,557 pounds in 1925 with a value of \$122,742. Imports of "metacresol, orthocresol and para-cresol, purity less than 90 per cent" rose in 1927 to 174,094 pounds valued at \$35,054, an increase of 65 per cent over the preceding year

Tested
BOTANICALLY

Tested
MICROSCOPICALLY

HOPKINS'

Trade YUNIFORM Mark

PYRETHRUM PRODUCTS

Made from ONLY ONE GRADE of flowers

Closed Dalmatian Insect Flowers

(*Chrysanthemum Pyrethrum Cinerariaefolium*)

HOPKINS'
CONCENTRATED
PYRETHRUM
EXTRACT

HOPKINS'
CROW BRAND
INSECT
POWDER

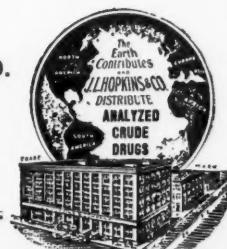
"Uniform in Strength"

J. L. HOPKINS & CO.
Since 1890

135 William St.
NEW YORK

Tested
CHEMICALLY

Tested
PHYSIOLOGICALLY



PARADI

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorbenzene

Specially prepared for
Moth Preventatives
 and
Deodorizing Blocks

For Immediate Shipment in
 200, 100 or 50 Pound Barrels

Write Us For Prices

HOOKER ELECTRO CHEMICAL CO.

Sales Offices

25 PINE STREET
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Member

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NIAGARA FALLS
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To have and to hold—
 your customers

Also manufacturers of:
SOAPERIOR SOAP BASE
OLIVENA OLIVE OIL
LIQUID SOAP
LIQUID and BASE
SHAMPOOS
SURGICAL LIQUID
SOAPS
SOAPERIOR GRAVITY
SOAP SYSTEMS and
INDIVIDUAL DISPENSERS
AERZONATOR
DEODORIZING BLOCS
 and other sanitary specialties.



No matter what your customer pays for soap, he expects it to make good.

Sell him a soap which will not "deliver" and you risk losing his confidence—and his business.

But sell him SOAPERIOR LIQUID SOAP, and he will be absolutely satisfied. He will say it is a "real" soap. He will like its clarity . . . its rich lather and smoothness. He will appreciate its splendid cleansing quality and economy. And when he reorders in a month or two, he will get the same high standard of quality.

Because each batch of SOAPERIOR LIQUID SOAP is laboratory tested for quality and uniformity, you have the assurance of your customer's reorders. Many of our jobbers have used Soaperior Liquid Soap as a sound foundation in developing a permanent soap business.

Especially made for the jobber in Concentrated Form to save time and freight. Mixes immediately in cold water. One gallon makes four to five gallons of a prepared liquid soap, no filtering necessary. Soaperior Soap is supplied in bulk or packed for you under your label. Also in prepared consistencies, if desired.

U. S. SANITARY SPECIALTIES CORP.

Laboratories, Works, and Executive Offices

435-441 SO. WESTERN AVE.

CHICAGO, ILLINOIS.

Say you saw it in S O A P !

when valued at \$15,040 were brought in and five times as much as in 1925 when 34,874 pounds were entered for consumption with a value of \$5,741. To the foregoing may be added the imports of "acid, carbolic liquid (cresylic acid or cresol) (T.D. 40519)" which in 1927 amounted to 611,810 pounds, value \$38,874, as compared with 29,932 pounds, value \$4,748, in 1926 and 98,762 pounds in 1925 with a value of \$23,618. This increase is attributed to the inclusion in cresylic acid of high boiling phenolic bodies which are now being utilized in the manufacture of disinfectants.

April Polish Exports

Exports of metal and stove polishes reached 211,317 pounds, valued at \$28,542, in April. Shipments of other polishes and dressings, in the same month, were as follows: shoe polishes, 260,307 pounds, valued at \$78,188; leather dressings and stains, 179,425 pounds, valued at \$38,751; floor, wax, wood, furniture and auto polishes, 172,792 pounds, valued at \$38,472. Sweden, Canada, China and New Zealand were large buyers of metal and stove polishes, Canada, Cuba and Egypt took large quantities of shoe polish. Canada and Belgium

cation and the United Kingdom and Canada took the most floor, wood, furniture and auto polish.

I & D Exports Increasing

Exports of disinfectants, household insecticides, deodorants and related products are once more on the increase, substantial gains having been registered during the first three months of this year. March shipments totaled 1,785,742 pounds, valued at \$404,630, \$65,000 pounds and \$72,000 above exports in the preceding month. The following countries were large buyers in March:

	lbs.	
Austria	378,000	\$54,000
Germany	171,315	75,078
Canada	149,336	16,703
Italy	148,318	23,685
Mexico	131,800	27,975

Italy and Mexico were among the leading five buyers of American disinfectants, insecticides, etc., in February, but the other three are newcomers in the list, Austria not even having been named in the preceding month. Argentina, the largest buyer in February, with a tonnage of close to a half million pounds,



Trade Mark

PINE-O-DEER

Reg. U. S. Pat. Off.

Pine Oil Disinfectant

The disinfectant and deodorant with the pleasant pine odor and a constant phenol coefficient of 4.5. Especially treated by a patented process to prevent oxidation and thus permanently to retain its germ killing strength.

ATTENTION PINE OIL MANUFACTURERS —

Our patents will prevent your pine oil from oxidizing in drums. The greatest feature, however, is that you can market pine oil to disinfectant makers and guarantee to them that your product will make a disinfectant with a high constant carbolic coefficient of from 4 to 5 that will never weaken. This may be offered at practically no additional cost. We are now leasing our patent rights to pine oil manufacturers who wish to sell a superior grade of pine oil to the disinfectant trade, without a corresponding increase in cost.

For further details communicate with the sole owners of the patents—

H. & V. CHEMICAL PRODUCTS CORP., Inc.

2000 2000 Avenue A - Brooklyn N. Y.

Phone Buckminster 7-1020

Insecticide Standardization

(From Page 97)

years ago. We see cuts of wild and fantastic insects that could be classified only under the heading of "Humbugs" some of them go so far as to state their products are always uniform, yet from some of these very people who so label their products we have letters stating that they are convinced that there exists no method for standardization; so how can their product be uniform, or how can they themselves conscientiously consider it as uniform. Their literature furthermore caters to the ignorant of the industry in that it leads many to consider themselves as manufacturers of insecticides, when they are merely diluters of these so called concentrated extracts. The recommendations for dilutions are curious. For instance, we have in our files a very enlightening circular wherein it states that—"One gallon of Pyrethrum concentrated extract diluted with three gallons of Kerosene will produce a powerful spray. One gallon diluted with five gallons of Kerosene will produce a high killing spray. And that a very good spray can be made for less than forty-five cents a gallon." Apparently the only thing lacking in these recommenda-

tions was to continue the dilutions to a point where one gallon diluted with ten or twenty gallons of kerosene would have made an ordinary spray. We are, therefore, led to believe that this type of advertising by the pyrethrum merchant is extremely harmful to the industry in which are engaged many to whom they expect to sell their pyrethrum flowers. It would, therefore, seem that these members are doing their best to injure the very concerns to which they expect to sell their products. This is indeed a very deplorable condition, and one which could be remedied very easily, if the conscientious manufacturer of good products would demand that this practice cease. The reputable vendor of pyrethrum flowers is unquestionably engaged in a very respectable line of merchandising, he is selling a product which not only caters to the comfort of the masses, but undoubtedly one which protects their lives, and actually prolongs the existence of the human race; but it would seem that those who cater directly to the ignorant, are deliberately departing from what is considered good business ethics. The fact that many manufacturers writing frankly admit that they are unable to protect themselves as regarding quality, and must of necessity depend on the pyrethrum merchant to supply them with

For the coming season!

NEW ODORS for SPRAYS and DISINFECTANTS

Spray Bouquet No. 1888	\$1.25	lb.
" " No. 1889	1.45	"
" " No. 1890	1.65	"

Powerful, Exceptionally Pleasant and Readily Soluble

NEW ODORS for PARADICHLORBENZENE

Para Bouquet No. 1891	\$1.75	lb.
" " No. 1892	2.25	"
" " No. 1893	2.75	"

Strong, Sweet and Lasting

We will assist you in your manufacturing problems, and will gladly send samples. Write to us.

PIERRE LEMOINE, INC.

200 VARICK STREET NEW YORK

Factory: LONG ISLAND CITY, N. Y.

Chicago
Boston

St. Louis
Portland, Ore.

6 Features

*Distinguish Nox-Kwik
The Perfect Insecticide*

1. NOX-KWIK kills flies, mosquitoes, bed-bugs, ants and other winged insects. (It does not merely stun as ordinary insecticides do.)
2. NOX-KWIK is always of standard uniform strength - - 100% active ingredients.
3. NOX-KWIK is non-poisonous and practically odorless. It will not contaminate food-stuffs.
4. NOX-KWIK is stainless. It will not harm the finest fabrics, furniture or metals.
5. NOX-KWIK is economical in use. Less of Nox-Kwik is required than the ordinary fly sprays.
6. NOX-KWIK will be pleasantly perfumed at slight additional cost.

[NOX-KWIK is packed in various size containers from a 65 gallon drum to a half pint can.]

**Now ~ Quick Profits
and Repeat Sales**

With

FLY SPRAY Nox-Kwik FLY SPRAY

The All Purpose Liquid Insecticide

Just plain homely fact . . . these six claims on the left here! Six reasons why Nox-Kwik will appeal to your market as it has to jobbers the country over! Where is the jobber who is not searching for the product offering repeat sales, rapid turn-over, quick profits . . . the assurance of building good-will? Let us produce the evidence!

Nox-Kwik, if you desire, can be packed under your private label. Our label is attractive, colorful, sales compelling!

Guarantee Nox-Kwik to your trade in the confidence that it will "deliver" . . . that its quality is all there, because an old reputably manufacturer stands back of this product. Volume production enables us to quote low prices. May we tell you more about it?

U. S. SANITARY SPECIALTIES CORP.

Laboratories and Works—435 So. Western Ave., Chicago



SHAKER TOP CANS

*for paradichlorbenzene crystals
also Plain and Decorated*

TIN CANS

for Pastes, Soft Soaps, Dry and Liquid Insecticides

HOLDERS FOR

DEODORIZING BLOCKS

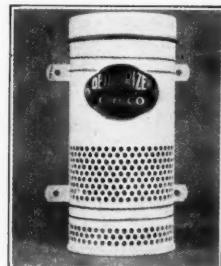
Write us about your requirements
and let us submit samples and prices.

WILLIAM VOGEL & BROS., INC.

37-47 So. 9th Street

IN BUSINESS OVER FIFTY YEARS.

Brooklyn, N. Y.



goods of known quality should influence these gentlemen to a regard of their moral obligation to the trade at large.

THE foregoing matters as referred to demand, therefore, your very serious and conscientious attention. Many of us are engaged in a business which is undoubtedly in its infancy, and because of the technical characteristics of such business the buyers must trust us entirely as regarding matters of quality and claims for such. It is an undeniable fact that if the consumer should buy a product of this class the use of which does not bear out the claims as printed on the package and stated in the literature of the manufacturer, all manufacturers suffer. The success of our business, as of all other businesses, is based very largely on confidence and no greater blow could be struck to the detriment of such a class of products than to destroy the faith and belief of the great mass of the American public, who are at the present time interested in buying, or who in the near future may become interested in buying products of this type.

This problem must be met promptly, it must be handled firmly, and either the Government agencies must eliminate from the market products which are in themselves, or in their claims

false and misleading, or on the other hand the conscientious manufacturers must join together a merited confidence in each other, and in the power created by their union using such means as are possible for the elimination of the dishonest manufacturer of the pyrethrum type Insecticide.

Insecticides in France

In France, in the Department of the Seine, 30 or 40 trademarked insecticides are manufactured. Some are in the form of powders, containing formaldehyde, naphthaline, nicotine, sulfur, and pyrethrum. Several liquid preparations have an arsenical base. Gaseous products are also well known. Among those made in the Paris region are "Les Gaz Linksol" and "Le Toccident." Liquid preparations for application by means of a pump spray are most in use.

An American liquid insecticide for spray diffusion is now manufactured near Paris and distributed in France and adjacent countries. Through an intensive advertising and sales campaign it has come to occupy a place of first prominence in the stocks of retail establishments and the household-articles division of department stores. The product retails at approximately 47 cents for the one-fourth liter

Insecticides-Liquids of All Kinds Filled Into Bottles and Small Cans



All metal contact; no rubber tubes to rot and cause trouble.
Constant, uniform production.

The Kiefer Rotary Vacuum Filling Machine is made in four sizes. Write for catalog showing these and our semi-automatic machines.

Production!—at lowest cost with a Kiefer Rotary Vacuum Filling Machine. One inexperienced operator needed to feed bottles—discharge direct to cappers, corkers, etc.

Clean filling—no dripping onto bottles; no overfilling; no wiping of bottles.

Broken and imperfect bottles pass through machine and no liquid goes into them.

THE KARL KIEFER MACHINE CO.

CINCINNATI, O.



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OF NEW JERSEY, Inc.

Founded in 1886

Belleville Turnpike

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Works

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Ohio

White Tar Products insure
unvarying high quality

NAPHTHALENE

Refined—High melting point—Prime White.
Flakes, Crushed, Crystals, Lumps, Powder, Balls,
Tablets, Blocks.
Furnished in bags, kegs, barrels and small retail
packages. A carton or a carload.

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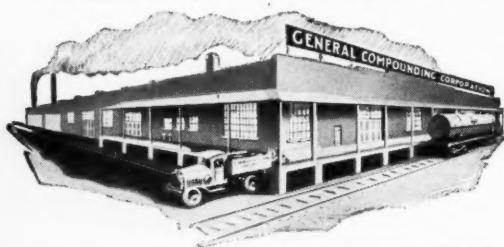


Coal Tar Disinfectant, coefficient
2 to 20.
Selected oils—Good emulsions.
Liquor Cresolis Compositus, U. S. P.
Hydro (cre) Sol (a cresylic and soap
product.) A can or a carload.

SECTOX

The improved liquid insecticide—

Are you, Mr. Distributor, getting your share of the tremendous volume
of Liquid Insecticides now being sold? **Sectox** is just a few steps in advance,
as a quality product, of any
other similar one.



Our chemists have solved the
problem of obnoxious odors,
the aftermath of spraying.

SECTOX IS PERFUMED. It
is 100% active, and offers dis-
tributors a liberal margin of
profit. Made in all sizes.

PINE OIL and COAL TAR DISINFECTANTS
CRESOL COMPOUNDS - LIQUID SOAPS
INSULATING COMPOUNDS - INSECTICIDES

Territorial assignments for
1928 will be considered.

General Compounding Corporation

Central Avenue and 79th Place

(Glendale)

Brooklyn, N. Y.



Member



Say you saw it in SOAP!

tins and 78 cents for the one-half liter tins.

An imported American product for similar application is about 15 per cent more expensive, selling retail at 98 cents per pint can. This comparatively small price difference is possible only because of importation in bulk and the use of retail containers procured locally. The spraying devices are also obtained from local manufacturers.

That the French market for insecticides and disinfectants is of importance to American manufacturers is evidenced by the fact that 1927 shipments of these products from the United States to France increased more than 426 per cent over the 1926 figure. Nearly 87 per cent of the 1927 export, valued at \$342,527, consisted of household preparations.

Neutralization of liquid soaps and removal of excess alkali is best done with sulfonated castor oil which reacts quickly when at a temperature of 70 deg. C, according to a German report.

A mixture of mercuric chloride, or mercuric sulfate or acetate, and sodium sulfanilate is used as a disinfectant or for an insecticide, and is covered by U. S. Patent No. 1,663,883.

Windsor Wax Co. moved its New York offices to 50 Church St., New York, on July 1. The new office telephone is Cortlandt 7670. The plant and general offices are now located at 611-617 Newark St., Hoboken, N. J. The telephone is Hoboken 1700. The company manufactures wax polishes and specialties.

Huntington Laboratories, Huntington, Ind., are now operating their Chicago offices at Lyon-Healy Building, 64 East Jackson Blvd. Benjamin Alexander, vice-president of the company, is now located permanently in Chicago in charge of the branch there.

Creosote oil which was heretofore shipped to the United States is now going to Europe via Tampico. Vice Consul O. C. Harper, Piedras Negras, in a recent report states that \$32,949 worth of creosote oil were exported during the first quarter of 1927, while there were no exports of this commodity to this country during the first quarter of 1928.

John F. Queeny, chairman of the board of the Monsanto Chemical Works, St. Louis, accompanied by Mrs. Queeny, sailed June 30 for England aboard the *Franconia*.

BULK INSECTICIDE

As good as the best

The price will surprise you!

Looks, acts and smells like any of the highly advertised products. Send for a quart sample—no charge. Drum shipments will equal samples or money refunded. We repeat, all prices, with freight allowed, will surprise you.

Also Makers of Bulk or Private Brand

Deodorizing Blocks
Deodorizing Crystals

Metal Polish
Disinfectants

Boiler Leak Compound
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*Importers & producers of INSECT POWDER from
STRICTLY CLOSED FLOWERS*

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Jersey City, N. J.

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METAL POLISH - ROOF COATINGS**

We sell large quantities of these products to leading jobbers who find it cheaper to buy from us than to manufacture themselves. Drop shipments made under your own name and brand. Why not investigate our proposition? There's no obligation whatever. Write us for complete information and prices today.

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IMPORTERS

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Insect Powder

**NOT BRANDED
NOT MIXED**

Three varieties—closed Dalmatian, half-closed Dalmatian and Japanese. Impalpable powder or coarse mesh, ground by our own mills.

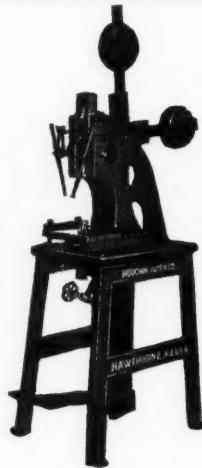
Insect Flowers

Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia.

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**DEODORIZING
B L O C K S**

Sell Best!

Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

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cakes with your own material.*

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Say you saw it in SOAP!

Trade Marks Granted*(From Page 57)*

Glastonbury, Conn. Filed January 21, 1928. Serial No. 260,478. Published March 6, 1928.

242,176—Metal Polish. Solarine Company, Baltimore, Md. Filed January 20, 1928. Serial No. 260,413. Published March 6, 1928.

242,178—Silver Polish. J. C. Penney Company, Wilmington, Del., and New York, N. Y. Filed January 20, 1928. Serial No. 260,404. Published March 6, 1928.

242,196—Toilet and Bath Soap. J. C. Penney Company, Wilmington, Del., and New York, N. Y. Filed January 17, 1928. Serial No. 260,238. Published February 28, 1928.

242,199—Soap, Shaving Soap, and Shaving Cream. Georg Schicht A. G., Aussig, Czechoslovakia. Filed January 14, 1928. Serial No. 260,111. Published February 28, 1928.

242,204—Soap. Richard Hudnut, New York, N. Y. Filed January 12, 1928. Serial No. 260,017. Published February 28, 1928.

242,278—Furniture and Automobile Polish. B-C Polish Company, Atlanta, Ga. Filed December 31, 1927. Serial No. 259,528. Published March 13, 1928.

242,370—Automobile and Furniture Pol-

ishes. Gusten A. Anderson, doing business as Anderson Products Co., New York, N. Y. Filed February 11, 1927. Serial No. 244,204. Published March 13, 1928.

242,484—Cleaning fluids for removing paints, varnish, etc., from textile fabrics. Riverside Manufacturing Co., St. Louis, Mo. Filed December 31, 1927. Serial No. 259,582. Published March 13, 1928.

242,485—Dry-Cleaning Soaps. Riverside Manufacturing Co., St. Louis, Mo. Filed December 31, 1927. Serial No. 259,585. Published March 13, 1928.

242,486—Neutral Wet-cleaning Soap Compounds. Riverside Manufacturing Co., St. Louis, Mo. Filed December 31, 1927. Serial No. 259,586. Published March 13, 1928.

242,529—Disinfectants and insecticides. Renwick T. Senior, doing business as Senex Chemical Company, Montgomery, N. Y. Filed January 11, 1928. Serial No. 259,969. Published March 13, 1928.

242,568—Metal polishes—namely, silver polishes, gold polishes, and brass polishes. B. Heller & Company, Chicago, Ill. Filed January 28, 1927. Serial No. 243,492. Published March 20, 1928.

242,569—Insecticide. Ralph B. Randall, Seattle, Wash. Filed January 31, 1927. Serial No. 243,623. Published March 6, 1928.

*perfumes for
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A complete line of perfuming specialties originated especially for use in this class of products including

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and many others**

These odors are fragrant, stand up perfectly and will last. They are priced reasonably.

Samples and quotations on request.

Perhaps you may want to use an individual odor in your products—something that is not noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of

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GEORGE V. GROSS COMPANY
30 Old Slip

New York

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Bulk Insecticides a Specialty — also
Concentrated Extract of Pyrethrum

IF your problem concerns pyrethrum in any form—
our analytical and research laboratories are at your
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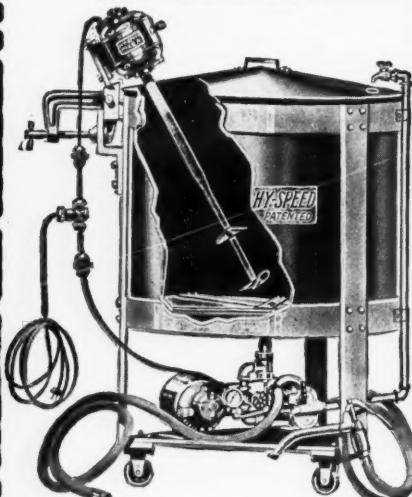


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A COMPLETE MANUFACTURING
UNIT FOR INSECTICIDES



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Filters, Mixers, Pumps, Bottle Fillers, Tanks, etc.

A sturdy

PERCOLATOR
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Powder**



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50 Gallon Size*

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Made from #20 gauge ARMCO
Ingot Galvanized Iron (not steel).
Has cover, strainer, faucet and felt
ring. Other sizes built to order.

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SODIUM FLUORIDE

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of our own manufacture

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SOAP FILLERS

Send for Samples

242,605—Liquid Dry Cleaner. Maurice H. Glassman, Boston, Mass. Filed January 21, 1928. Serial No. 260,442. Published March 20, 1928.

242,606—Soap. J. Eavenson & Sons, Incorporated, Philadelphia, Pa. Filed January 23, 1928. Serial No. 260,495. Published March 20, 1928.

242,632—Glove Laundry Soap. David & Blum, Inc., New York, N. Y. Filed December 22, 1927. Serial No. 259,237. Published March 13, 1928.

242,675—Hand Soap. Charles W. Clark, Westfield, Mass. Filed January 31, 1928. Serial No. 260,936. Published March 13, 1928.

242,808—Cleaning Fluids for Clothing, Upholstery, Leather and Fabrics. Cobro Products Company, New York, N. Y. Filed December 3, 1927. Serial No. 258,402. Published March 20, 1928.

242,882—Insecticides. Edward Dolezal, doing business as Ko-Tar Products Company, Cedar Rapids, Iowa. Filed December 12, 1927. Serial No. 258,929. Published March 27, 1928.

243,033—Scouring Soap in Cake and Powdered Form. The Bon Ami Company, New York, N. Y. Filed December 15, 1927.

Serial No. 258,934. Published March 27, 1928.

243,046—Shaving Sticks. The J. B. Williams Company, Glastonbury, Conn. Filed October 18, 1927. Serial No. 256,723. Published April 3, 1928.

243,101—Soaps. Worth, Societe Anonyme, Paris, France. Filed January 26, 1928. Serial No. 260,705. Published April 3, 1928.

243,104—Disinfectant, Antiseptic, Deodorant, Purifier and Bleach for Household and Laundry. Beebe Laboratories, Inc., St. Paul, Minn. Filed January 28, 1928. Serial No. 260,793. Published March 27, 1928.

243,143—Deodorants, Insecticides and Disinfectants. The Fax Laboratories, Inc., Dayton, Ohio. Filed January 16, 1928. Serial No. 260,170. Published March 27, 1928.

243,163—Soaps Including Toilet Soaps and Shaving Sticks. Paul Peter Mühens, doing business as Die Eau De Cologne- & Parfümerei-Fabrik "Glockengasse No. 4711" Gegenüber Der Pferdepost Von Ferd. Mühens, Cologne-on-the-Rhine, Germany. Filed December 29, 1926. Serial No. 242,103. Published March 27, 1928.

243,207—Insecticides. Komo Chemical Company, Philadelphia, Pa. Filed February 2, 1928. Serial No. 261,065. Published March 27, 1928.

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REG. U. S. PAT. OFF.

The experienced Pyrethrum buyer demands high killing power. The killing power you get per dollar expended is the true measurement of value.

POWCO BRAND guarantees purity and definite high killing power—*true buying economy*.

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Glues, Gums & Pastes
For Every Purpose
Write For Samples

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REBUILT SOAP MACHINERY IN GUARANTEED FIRST-CLASS WORKING CONDITION
 At very attractive prices — Every piece listed is in stock for immediate shipment.

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Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
 Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.
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Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000#, 1200#, 1350#, 1500#, 1800#, 3000#, 6000#, & 10000# cap.
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 We buy single items or complete plants.*

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Space does not permit listing every item in stock. Write for items not yet listed.

2—Proctor & Schwartz Soap Chip Dryers, 1200# capacity.
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BARCLAY 0604

Say you saw it in SOAP!

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Salesmen wanted for all principal cities calling on manufacturers using perfumery raw materials and flavoring extracts by progressive New York essential oil house. High commissions; references required. A. A. Box No. 302, care SOAP.

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Shipments Made 350% Safer

This Hackney Removable Head Steel Barrel filled with water (not sand) was dropped 14 ft. directly on its top chime—350% farther than required by I. C. C. specifications. And there was *not one single leak*. That shows why many users have found Hackneys good for more than 100 round trips—at greatly reduced shipping costs and with maximum safety for their products.

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Portable Electric Mixers will mix any product that will flow — quicker—better—cheaper.

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Write for Folder 39

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*We make a specialty
 of these SOAPS*

LIQUID SHAMPOO
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SHAMPOO PASTE
LIQUID TOILET SOAP
TOILET BASE SOAP
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UNIFORMITY of your LIQUID TOILET SOAP and SHAMPOO will enable you to increase your business.

BUCKEYE BASE SOAP will produce a liquid soap or shampoo that will be uniform in every respect. An exacting chemical analysis insures the uniform composition of these soaps.

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 B. & W. (Lanolin and wool grease)
 Darco Sales Corp. (Decolorizing Carbon)
 Merck & Co. (Chlorophyll and Lanolin)
 Pfaltz & Bauer (Lanolin, Fluorides, Chlorophyll)
 John C. Wiarda & Co. (Fluorides)

METAL CAPS

American Metal Cap Co.
 Williams Sealing Corp.

PERFUMING MATERIALS

Antoine Chiris Co.
 Dodge & Olcott Co.
 Dow Chemical Co.

